The Garage and Motor Agent

August 5, 1950

Terse Talk: USED-CAR SELLERS' PRICES

The Garage & Motor Agent

Vol. 73 (18)—No. 1916
REGISTERED AS A NEWS 1/'50

WEEKLY: PRICE 1/3
ANNUAL SUBSCRIPTION, 36/-

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DUNLOP
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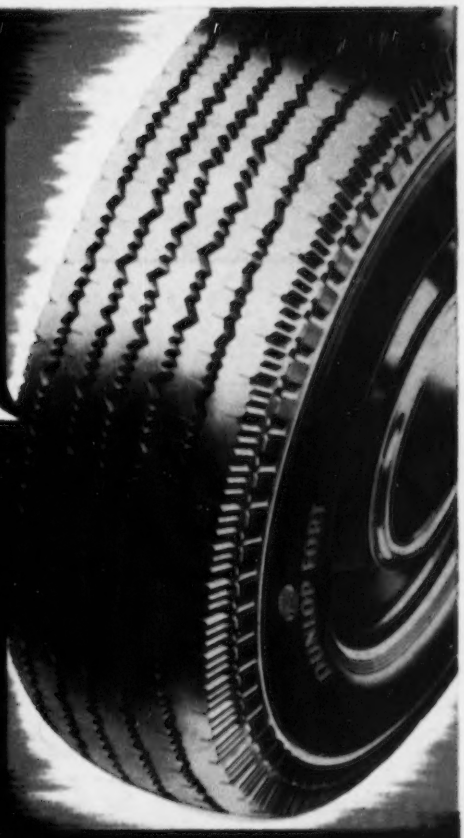

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EXPERIENCE

IN A CLASS BY ITSELF

FOR STAFF ..... ; see p. ..... Pass to ..... ; see p. .....
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With this NEW Prismatic Mirror

Another contribution to safer motoring! The mirror with the dipping device, incorporating a scientifically designed optical prism which gives you "second sight." A flick of the finger eliminates the blinding reflection from the headlights of following cars, and at the same time, a secondary image of less intensity is brought into focus which gives you a clear and comfortable vision of the traffic behind.

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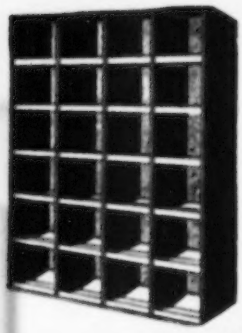

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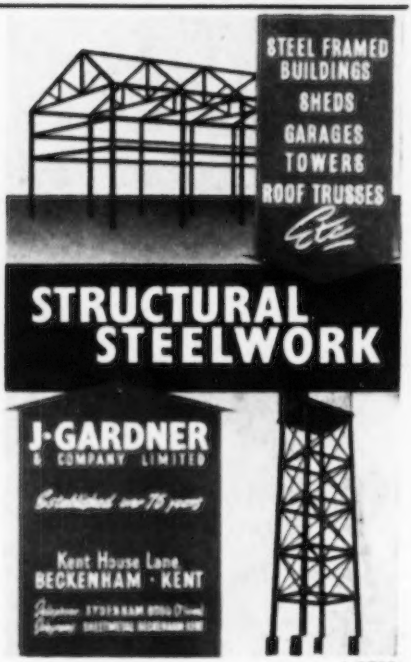

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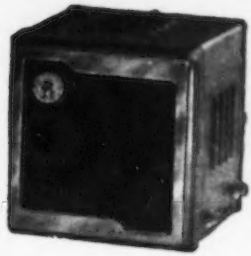

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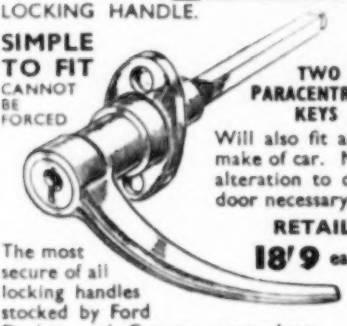

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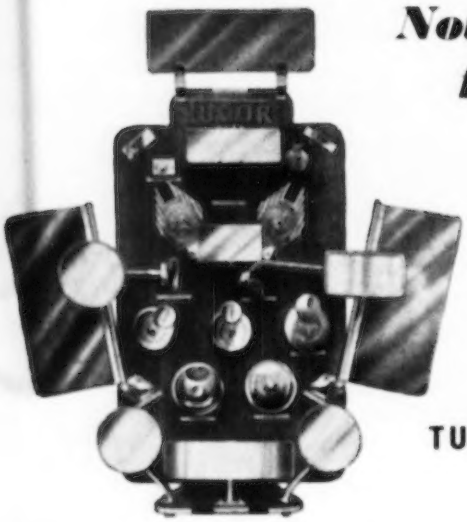

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LIQUID DRY WAX POLISH

- GUARANTEED NOT TO RAIN SPOT
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The easiest PURE WAX POLISH ever invented

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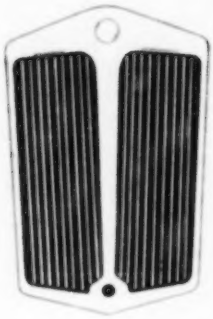

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Removes All Greasy Ingrained Dirt, Paint, Tar, Rubber Compound, Printer's Ink, etc.

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1 gallon can 11/8
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40 gallons-7/6 gal.

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TO CHANGE THE ELEMENT ON A

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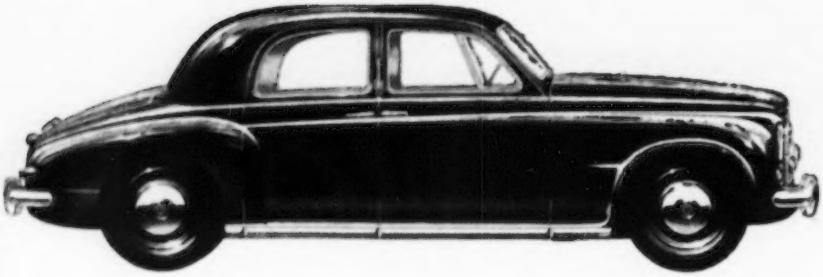

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Progress in profile! Everyone knew that when a new Rover made its appearance, it would not only be an uncommonly fine motor car, but would be of a design prescribed not by fashion but by sound engineering advances. Here it is — the new Rover 'Seventy-Five'. Faster, safer, more comfortable and more economical, it is a worthy successor in a high quality lineage.

The new

ROVER

Seventy Five

THE ROVER COMPANY LIMITED

SOLIHULL BIRMINGHAM DEVONSHIRE HOUSE LONDON

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The Garage & Motor Agent

Vol. 73 (18)—No. 1916

August 5th, 1950

THE INDEPENDENT AND PRACTICAL TRADE PAPER

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TERSE TALKS ON TRADE TOPICS: 1627th

Used-Car Sellers' Prices

MORE than 23 years ago, "The Garage and Motor Agent" started a feature which broke new ground in motor-trade journalism. This was a fortnightly analysis of used-car prices, compiled by carefully "digesting" the advertisements of secondhand cars which appeared in the public motoring journals.

The first analysis was published in our May 21st, 1927, issue, and was a greatly appreciated service to our readers which was continued until the war intervened to upset not only used-car values, but most others as well.

Although conditions and values are still anything but stable, we have decided to revive the feature, starting with this issue. It is to be published at fortnightly intervals. As before, the figures given by us are *sellers'* prices—that is the prices asked for their cars by advertisers. But this time we are bringing into the digest a very large additional number of advertisements culled from the national and provincial newspapers, as well as those in the motoring journals, so as to arrive at "majority" sellers' prices that are as reliable as possible throughout the country.

"The G. and M.A." Market Report figures are *not*, it must be emphasised, mere arithmetical—and therefore useless—averages. They represent as closely as is practicable the majority of the advertised prices for each make and model included in the list. Exceptionally high and low prices have been discarded and the mean taken only of those offers which are within about 10 per cent. of each other.

Those prices are, of course, not at all necessarily being obtained. But our readers will know how much to allow for sellers' optimism, and whether to adjust each price up or down, for extra good or bad condition, or for small or large mileage.

"Recent Auction Results" are also being continued, as a weekly feature of "The G. and M.A." Although limited in range, readers will no doubt be interested to compare them with the sellers' prices in our analysis.

Editor

WHAT DO *YOU* THINK ABOUT IT?

TECHNICAL SALES PROMOTION—3

A Lifter Job is Chance

Schedule of inspection, and a bring you work and

Out of sight

ALL modern garages are equipped with hydraulic lifters, enabling a vehicle to be raised quickly and easily to a convenient level for lubrication or for work on the chassis. But a lubrication job is too often regarded as just a lubrication job, with little or no attention being given to the excellent opportunity provided for making a quick inspection of all the underneath parts which the owner never sees, or about which he does not concern himself until prolonged neglect leads to a breakdown with more or less serious consequences.

When some small damage is found which can be corrected at little cost, or which a form of first-aid repair can make temporarily safe, it is the essence of good business to do the job, and inform the owner that it is advisable to have the work made permanent at an early date.

An example of how this can be applied is seen in the case of an exhaust pipe seen to be dangling loosely because of a broken bracket. It takes only a few minutes to tie up the pipe with a few turns of stout wire, and the owner will be pleased to find that an annoying rattle has disappeared. He will also appreciate that some initiative has been shown in making the pipe safe and in giving him due warning that an early repair is necessary.

Use of check diagram

While a lubrication chart is, or should be, used to ensure that all the points on the chassis have been dealt with, a good method of enabling a general inspection to be made quickly and completely is by the use of a diagram with numbered checks. This should indicate clearly all the points which can be verified from below, and by following a form of drill in making the inspection, everything of importance can be covered in a few minutes.

As chassis construction varies on different cars, the application of an inspection schedule calls for the faculty of observation. The ability to look around and spot various details needing attention must be developed and learned, as I have previously mentioned, and the use of a set procedure will at least enable the operator to check the points referred to.

Appropriate "G. and M.A." form

The motor vehicle inspection form issued by "G. and M.A." (Form No. 61), covers all the points to be verified in a complete examination, and some of these will form the basis of an undercar inspection. The following is a brief outline of inspection points which can be covered in a form of drill, starting at the front end. The details are based on the construction of a standard modern small car:—

Axles, Steering and Front Suspension: Tie-rod and ball joints; drag link, steering arm and joints; spring leaves, saddle bolts, clips, shackles and pins; shock absorbers, links, anchorage, etc.; front wing brackets and stays.

Engine and Chassis: Chassis members, cross members, riveting and welds; oil leakage from sump, clutch pit or gearbox; petrol pipe line, leakage or damage to pipe or connections; exhaust pipe, excessive rusting or penetration, loose joints, burst, buckled or rusted-through silencer; universal couplings, wear distortion, backlash, missing bolts, etc.

By E. T. LAWSON HELME, A.M.A.E.T., A.M.I.M.I.

for Underside Check

keen eye, can reveal faults that give customer satisfaction

Brakes: Brake rods or cables, clevis pins, levers or compensators, backplates, adjusters, etc.

Rear Axle: Oil leaks from differential casing or into brake drums; spring leaves, bolts, shackles; radius rods; missing, broken or loose bolts in axle assembly.

Tyres: Treads for wear, and inside walls for cuts or damage not visible except from below.

Wiring: Inspect wiring to rear lamp, stop lamp, tank unit and junctions leading up into the bodywork to feed trafficators, etc.; look for pinching or abrasion; check connections to terminals of brake switch, and any other points exposed to water and mud.

These suggested inspection points should be covered in a matter of five to ten minutes if followed methodically, and an observant operator should be able to advise the car-owner of potential sources of trouble. The fact that these details are inspected in the case of every car brought in for lubrication service can be advertised with advantage, while no commitment is involved.

The same idea can be expanded to constitute a form of "bottom overhaul," in which every detail requiring attention is dealt with, apart from the supply of replacement parts.

Underside inspection will reveal where rust is penetrating paintwork, and a preventive treatment by thoroughly cleaning and refinishing with bitumen-based or other weather-proof paint will forestall corrosion of panels and so on.

AGENCY SALES.—Top left are two coaches built for service in Gibraltar by Wadham Bros., Ltd., Waterlooville, Hants. They are 22-seaters on Morris-Commercial FV 12/5 chassis, specially adapted for public service work. Top right is a Commer Avenger 33-seater luxury coach supplied by Ebdons Automobiles, Ltd., Cheltenham. Bodywork is by All-Weather Motor Bodies, Ltd., Kilburn. Bottom left is a mobile greengrocer's shop on a 1949 Q.2 Commer chassis, with body designed by the c.v. section of Langney Motors, Ltd., Eastbourne. Bottom right is a special body fitted to a 3-ton Morris-Commercial, supplied by Newbury Motors, Ltd., Halesowen.

A 'Follow-Me' Guide Service

Birmingham garage's enterprise to help motorists unused to the city

Two parts

IN Birmingham, Old Square Garage have introduced a service which they believe to be an innovation in the provinces—a Pilot Guide service by motor car.

With the approval of the A.A. and R.A.C., the service has been inaugurated to meet the requirements of visitors and business men who are strangers to Birmingham and district, and an attractive folder-card, the front of which is reproduced above, gives full details.

The service is in two parts. Part one is where, by arrangement, a visitor is met by the firm's own pilot vehicle at a given and easily-recognised spot on the outskirts of the city and guided by a "follow-me" process to his destination.

If required, the visitor's car may be garaged, washed, greased or given any other attention. On leaving the city, the visitor will again be guided to a spot where traffic and road-finding should present no further difficulties.

The second part of the service is one in which a visitor telephones the firm, who will send a guide to meet him. The guide is then under the instructions of the visitor, who has only to name the address or addresses he requires, leaving the route-finding to the guide. In this service the guide travels in the visitor's car.

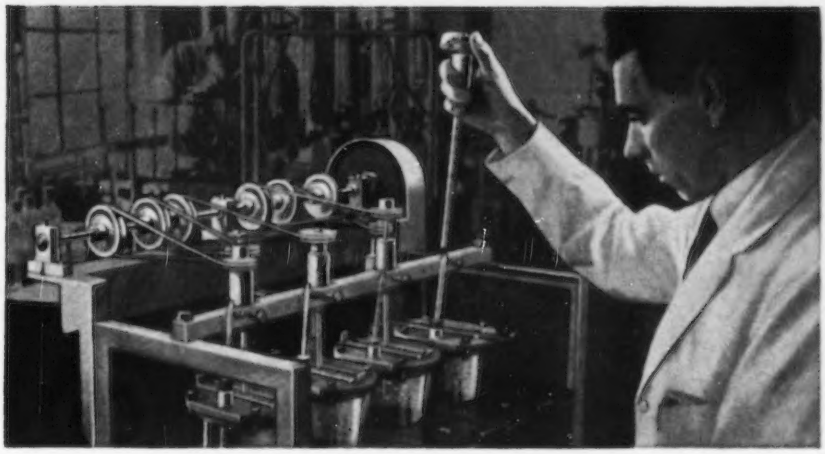
A charge of a minimum of £1 for up to three hours after the time of meeting is made for the former service, thereafter at 10s. an hour. For the second service the charge is 7s. 6d. an hour of the guide's time, starting from the time of meeting.

Suggested meeting places for the first part of the service are detailed on the back of the brochure, together with the appropriate road numbers.

PETROL DELIVERIES UP

In the six weeks ended on July 6th, deliveries of motor spirit by bulk distributors averaged 109,200 tons a week. This was 12,200 tons a week more than in the six weeks before the decision to deration petrol was made, stated the Fuel Minister.

Essolube is tested . . .



. . . under conditions far more rigorous than those encountered by your car

Constant research and exacting tests in the Esso laboratories have developed an outstanding fidelity of performance. That is why the leading motor manufacturers and garages recommend Essolube.

LEADING MOTOR MANUFACTURERS RECOMMEND ESSOLUBE

the oil for wiser drivers

ANGLO-AMERICAN OIL COMPANY LIMITED, 36 QUEEN ANNE'S GATE, LONDON, S.W.1

They Made Our History (No. 26)

Fred Lionel

"A man of ideas . . . the cleverest man whom I ever met in connection with motoring . . . who rose like a rocket"

The late F. L. Rapson.

Fertile inventor

RAPSON was a comet, one whose orbit cut into ours and passed out during very few years; but in my opinion he had the most remarkable brain ever focused upon motoring, and nobody who really knew him will gainsay that.

He was a very fertile inventor; true as it is that details of his tyre, jack, engine-starter and so forth, were worked out by the staff of a small drawing office and a few "journeymen" tyre-makers and mechanics. But he was much more than merely an inventor; he was an originator of ideas.

In a broad sense completely uneducated—he insisted that he never completed a single year's schooling even of the most elementary sort—he made himself a wonderful letter-writer, a very good pencil or pen-and-ink draughtsman, a remarkable organiser of business, an expert arithmetician, (all he knew of mathematics) and a most gifted salesman who could have sold anything.

I met him when I was on the "Automotor Journal," when the whole of the British motoring Press was hailing him as the genius he was, whether or not individual scribes really thought him that. He was very receptive of indulgent mention. I introduced him to S. F. Edge, who became a director of Rapson Auto. Patents, Ltd., and Edge introduced Major E. de R. Rivers ("Roda" of Brooklands), who became statistician and general adviser to the company and later its general manager.

But Rivers and Rapson were two men who were far too strong to work together; Rivers resigned, and Rapson persuaded me to succeed Rivers, which I did, with a salary of £1,000 as general manager, and a director's fee of £500 per annum. Edge was then drawing £1,500 as chairman of the company, plus a similar director's fee of £500. The other directors then were Wilfred Oyler, O.B.E., and one Rayner Roberts, with Rapson as managing director.

While Rapson, Edge and I pulled together, business was good. We sold the best tyres we could make; we sold all of them that we could make; a national daily paper's front page sold us £7,000-worth of tyres on one insertion; our "insurance" guarantee

By EDGAR N. DUFFIELD

Rapson, of Tyre Fame

was executed with scrupulous fairness to the tyre-user; the Royal family, David Lloyd-George, and a swarm of other notabilities used and swore by our tyres.

Couldn't do wrong

All went well. It seemed that we could not do wrong. We continued to enjoy Rivers' collaboration, his "time" being charged at 30s. per hour, or sixpence per minute, for attendance at our meetings. We could not go wrong —until poor old Rap. developed eccentricity.

He had been a gymnastic instructor-corporal in the Coldstream Guards, later a Royal chauffeur, and then was given charge of a fleet of Rolls-Royce ambulances given to the Red Cross by a Miss Dora Cecilia Schintz, a Swiss gentlewoman whose father was said to have left her three and a half million sterling. It was she who bought Ottershaw Park from a diamond-market millionaire for £135,000.

She financed Rapson's business career, and by so doing eventually ruined herself, I believe. She liked him, admired him, financed him fabulously; but Miss Schintz was a gentlewoman, who remembered that fact, as also did Rapson. He worshipped "Miss Dora," but she remained "Miss Dora" to the end.

Scaring essays

His brilliant, though often amusingly clumsy, essays in the art of company-promotion, scared me, and I decided that I had had enough of this crazy genius. I therefore quit—with a very generous and handsome pay-off, and we remained friends as long as Rapson remained in business, and in London; but I simply could not hold the scales equally between Edge and Rapson.

The latter could not argue against Edge's experience and training in a very good school, while he was associated with Harvey du Cros the elder. When I often had to decide in favour of S. F., Rapson regarded me as disloyal to him; the position became, to me, intolerable, and I simply walked out.

In those days, the early 1920s, a matter of £1,500 per annum was easily equalised, and Rapson continued to advertise in most of the papers to which I contributed. The trouble was simply that I could no longer agree with all his plans—many admirable, some *not* quite so admirable; but I never knew him do, or even suggest, anything dishonest. Indeed, one of his few faults was far too chivalrous and quixotic behaviour toward any and every customer.

Business crumbled away

His reliability trials, record-breakings, and the success of Rapson-tyred racing cars, both here and on the European continent, carried him along for a much longer period than did most folks' stunts, and he sold more and more tyres. I think he slipped-up, finally, on company promotion, suffering particularly in connection with the Australasian promotion. He was not infallible as a judge of men. He hired some very good men and some not so good.

Anyhow, even Miss Schintz' fortune was not sufficient to keep things going, and the business crumbled away, very slowly but irresistibly, to nothing; and eventually Lionel Rapson died, if ever a man did, "of a broken heart." He could not stand failure, after such meteoric success; Miss Schintz could

no longer provide the money to keep a sinking ship afloat; and in the end she was personally of interest to the official receiver, after queenly devotion, at least so far as her chequebook was concerned, to a former servant whom she had never ceased to admire, encourage and respect.

Incidentally, Rap. enjoyed similar loyalty, in quite other directions, from a young man who is now Duke of Windsor, and who used Rapson tyres as long as they were obtainable. He personally handed to Rapson the Dewar Trophy, on behalf of the Royal Automobile Club, when Rap. was awarded that trophy for "the most meritorious performance of the year made under the official observation of the Club."

Yes, the Prince drove down to Malden, and handed over that trophy in the presence of the entire factory personnel, a majority of whom, by the way, were ex-Service men whom Rapson had had trained for their jobs.

Sterlingly loyal

I have heard many people not fit to clean his shoes describe Rapson as a fake, and a lap-dog, tame cat, and so forth. He was none of those things. He was, let me repeat, the cleverest man whom I ever met in connection with motoring. He was not as shrewd as clever; but that might be said of so many of us.

But he was sterlingly loyal to everybody who helped him; he was completely untiring in his personal endeavour, and I doubt that any Englishman of similarly humble origin ever attained such a position as was his until his luck, or judgment, began to fail him.

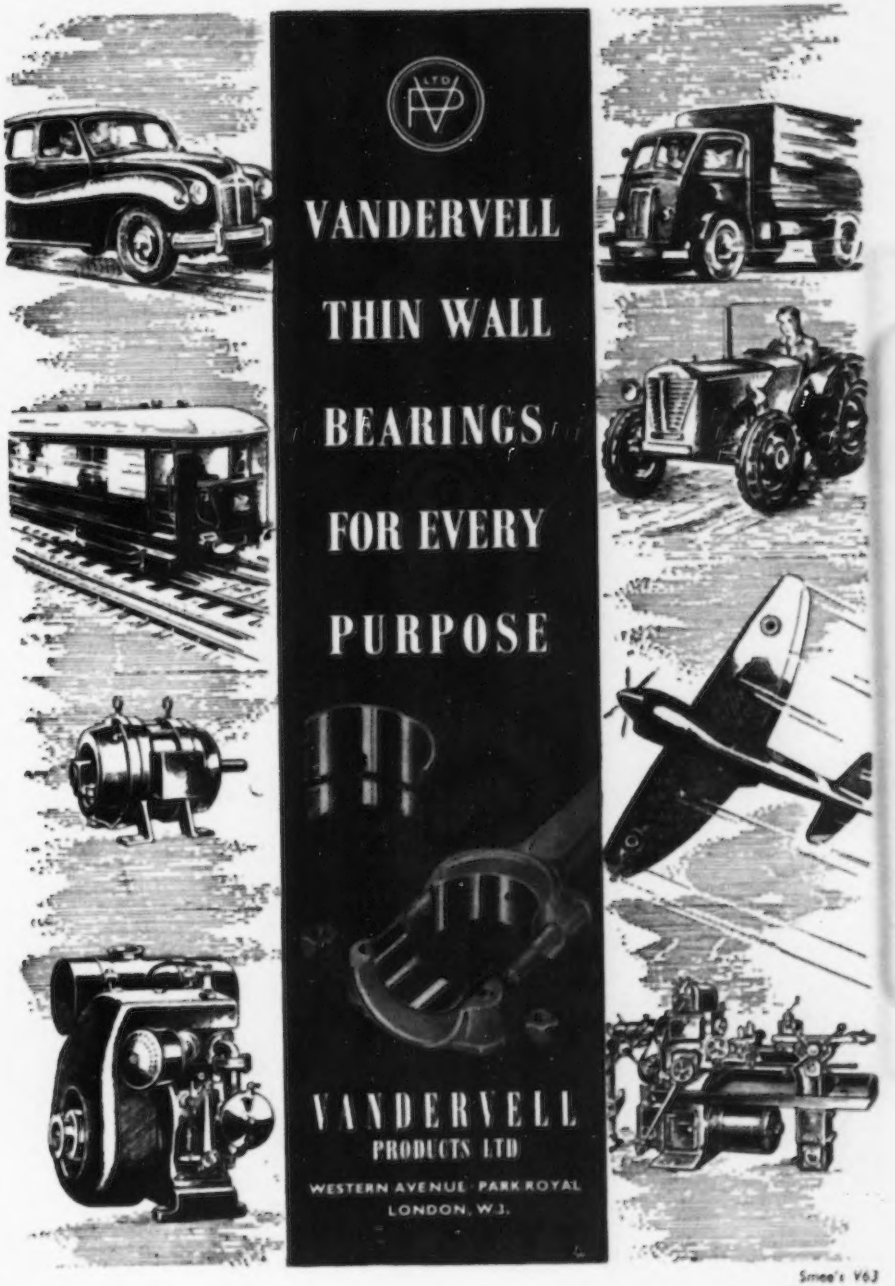
Three old Rapsonians

There are very few old Rapsonians about to-day. I know of only three: Captain F. McKay Hay, secretary of the company in my time; Major Claude H. Swift, now associated with the British Auto. Racing Club, on the personal staff of the Duke of Richmond, but in his Rapson days "complaints adjudicator" under the guarantee scheme; Norman M. Will, formerly of Daimler and Armstrong-Siddeley, and now a big shot of the Ever-Ready Razor Co.

Any of these three will agree with every word that I have written about Rapson; and I mean every word. He treated like princes all who served him honestly, and when we learned of his death we all felt the loss of a real friend, though we had ceased to be associated with him in business.

This, gentlemen, is not whitewash. It is a tardy vindication of a very great, though at times an amusing, man, who sold very good tyres on a mileage-guarantee scrupulously administered, and excellent jacks and headlamp-dipping mechanism, and so on—all very good things. The engine-starter simply petered-out, as

SEASONABLE.—This trailer caravan is the 4-berth 21ft. Danube, which has a bathroom, toilet and end kitchen. It is one of the range of "River" models made by Associated British Caravans, Ltd., 55, South Street, Epsom, who welcome agency inquiries from the motor trade.


LTD
VANDERVELL
THIN WALL
BEARINGS
FOR EVERY
PURPOSE
VANDERVELL
PRODUCTS LTD
WESTERN AVENUE · PARK ROYAL
LONDON, W.3.

Smee's V63

electrical-starting mechanism gained strength and support.

I could yarn for hours, about his sense of humour (at its liveliest in jokes against himself); his love for, and his completely untrained ability in, music; his personal strength and skill as gymnast; his really wonderful driving, his ridiculous lavishness in dealing with waiters and such (after the Lucullian repasts during which he ate and drank hardly anything himself); the opulence of Ottershaw Park, when he made time to "run" on a regal scale for "Miss Dora"; his unfailing generosity to old fellow-Guardsmen, brother-chauffeurs and the like.

But the stories which I could tell would never be credited, because while things went well with him Rapson never had any "ceiling," although he would and did account to his benefactress for every penny expended, explaining (to her complete satisfaction) that it was "all publicity, to make people buy our tyres."

Unfortunately, nobody who did not know him would believe a tithe of such stories. He was a rocket; he rose like a rocket, and you know what happens to rockets, after their flight heavenward.

But I recently heard a nobody snooting Rapson, and it occurred to me that I really must write a little piece about him. Wiser, far wiser men I have known by the half-dozen; but never one more clever and more remarkable of (and I say it not at all snobbishly) so humble an origin.

While his luck persisted he was a genius. When it failed him he was labelled a fool by those previously loudest in acclamation. He did silly things, but he was nobody's fool, and a few more Rapsons in the industry might have done it no harm.

Salesmanship at the Pump

Mobile display stand

"WIGAN PIER" is one of the stock jokes of Lancashire. But there is no joke about the Wigan Pier Filling Station, owned and operated by the Ford Main Dealers for Wigan, H. Williams and Co., whose main premises are opposite.

Managing Director C. Worswick, of H. Williams and Co., is seen here standing beside the display stand.

The management of this concern are to be congratulated upon their showmanship and salesmanship in creating a mobile display stand, rather like a glass-topped counter on wheels, which they have filled with all manner of vehicle accessories that are likely to have a ready sale to callers at the filling station. A lower shelf is filled with popular-sized tyres.

Clearly and attractively laid out, the stand is parked where it will be easily observed by even the most ardent seat-loving motorist.

The display is neatly rounded off by a nicely-lettered headboard which states simply "Auto-Suggestions."

Incidentally, the idea of a mobile showcase for the garage forecourt has often been put forward by "The G. and M.A." In our view it forms the complete answer for those who wish to apply more salesmanship at the pump, for it has the merit of being silent, and divorced from any suggestion of customer - repelling "high pressure" methods.—H.M.H.

SHELL SILHOUETTES
THE FRAZER-NASH

The 'Fast Roadster' Frazer-Nash model. Six cylinders. 1,971 c.c. Independent front wheel suspension. Rear suspension by torsion bars. Hydraulic dampers front and rear. High power to weight ratio. Outstanding performance and road-holding characteristics.

FRAZER-NASH

officially recommend

SHELL MOTOR OIL

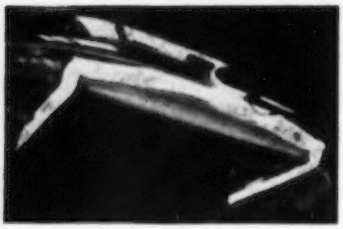
DOUBLE SHELL OIL SUMMER AND WINTER
TRIPLE SHELL FOR GEARBOX
SHELL SPIRAX 140 E.P. FOR REAR AXLE

SHELL

LEADERSHIP IN LUBRICATION

FOR THE GARAGE SHOWCASE

Towing Bracket for Morris Minor



LATEST addition to the range of Witter pre fabricated trailer towing brackets is the example illustrated here, which has been produced for the Morris Minor. It consists of a shaped cross-bar with its ends mounted on two side brackets specially shaped to lie along the frame.

Four bushes are provided which grip the box section frame without crushing, the four holes for these bushes being the only holes which have to be drilled when fitting the towing bracket.

The bracket, which is made by C. P. Witter, 134, Foregate Street, Chester, does not spoil the appearance of the car, for only the coupling can normally be seen. Price of the bracket ready for fitting is £5.

Car Cleaner

NEW detergent for adding to water when washing a car is Deb car shine. Made by Deb Chemical Proprietaries, Ltd., Forfar Works, Spencer Road, Belper, Derbyshire, it is designed to remove grease, penetrate dry dirt and remove tar marks, without damaging the cellulose finish.

One teaspoonful is added to each gallon of tap water, or ten drops to a normal-sized bucketful. The 10oz. bottle which retails at 2s.—trade price 16s. a dozen bottles—is fitted with a special cap to facilitate measuring out the correct number of drops.

The makers claim that Deb car shine can also be used to clean every part of a car, including the chromium fittings and upholstery. One gallon cans of Deb are also available at a retail price of 18s., and four-gallon drums at a retail price of 55s.

Car Sponge

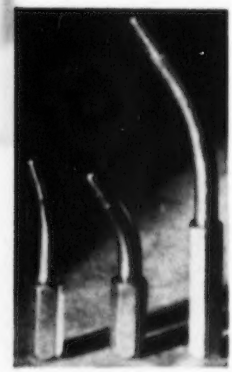
ORDINARY household sponges are expensive, and there is, therefore, a considerable demand for a relatively inexpensive car sponge. Produced to meet this need is the Enka.

The Enka sponge is manufactured by a special process from high-grade cellulose, and the makers, Macwill and Co., Ltd., 7, West Road, Kingston-on-Thames, Surrey, claim that it will absorb about thirty times its own weight of water. When moist, the sponge has a specially soft velvety texture, and therefore will not harm car finish.

The makers have also endeavoured to produce a sponge that will wear well, and the Enka can be cleaned any number of times by boiling.

Retail price of the Enka sponge is 2s. 6d., and an attractive two-colour showcard is available with trial orders.

Gear Lever Extensions



THE old road test cliche about the controls falling readily to hand has a certain amount of significance, as the present-day popularity of steering-column gear levers demonstrates.

Acting on this principle, K. W. Archer, 10, Stowe Street, Lichfield, Staffordshire, are now producing extension pieces for the gear levers of Ford 8s and 10s and the Morris Minor.

The cranked extension is fitted by unscrewing the existing gear lever knob and screwing on the Klark, as it is called, instead. After tightening the extension with a spanner, the gear lever knob is screwed on to the other end of the Klark. Being a screw-on fitting, the Klark has no brackets or clamps to work loose.

There are three models of the Klark, long type for pre-1949 Ford 8s and 10s which retails at 5s. 6d., a short type for 1949-50 8s and 10s which retails at 4s. 6d., and the Morris Minor model.

Leaflets and attractive showcards in two colours, and holding one dozen extensions, are available free of charge.

GARAGE SERVICE EQUIPMENT

Self-contained Shaft

THIS flexible shaft can be coupled on to any size or type of rotating spindle, drill chuck or power take-off, and will perform all the duties of a normal flexible shaft. When fitted with hand piece, it can be used for numerous jobs, such as valve grinding, scratch brushing and sanding, or it may be fitted with a chuck for holding drills.

Made by E. C. Hopkins, Ltd., Grosvenor Street West, Birmingham, the self-contained flexible shaft can be supplied as standard from ¼ in. to ⅜ in. in diameter and in 5- or 8-feet lengths, although any length can be supplied to suit customer's own requirements. The flexible inner cable has a rubber-covered outer casing, complete with hand piece and housing at the machine end.

Heavy-duty Towing Pole

DESIGNED to make possible the controlled towing of buses and heavy commercial vehicles weighing up to 12 tons, the M.E. heavy-duty towing pole provides rapid and positive attachment both to the towing and the towed vehicles.

Mounting position in the towed vehicle is easily located by means of two small wheels, which can be turned over on to the top of the pole to give added clearance if necessary.

The towing head is connected to the tube by a universal joint giving a full range of towing angles. The towing tube is of solid drawn steel and is set to give a maximum range of towing eye heights. The bends are reinforced with heavy steel gussets, electrically welded in position, and the tube is spring loaded at the opposite end to the towing head with heavy square-section springs which help to smooth out starting and stopping shocks.

When the pole has been fixed to the vehicle to be towed, the towing vehicle is backed and the pole guided into the tapered end of a casting mounted separately in the towing bracket, and is then held in position by spring-loaded plungers.

The towing pole type HD is made by Mann Egerton and Co., Ltd., Cromer Road Works, Norwich, and replaces the type L. It has an approximate length of lift of 11 ft. and is priced at £17 10s.

Automatic Hacksaw

PRINCIPLE of the Padhacksaw, as this tool is called, is the use of a thrust block mounted at one end of a steel guide shaft which is free to slide backwards and forwards in the piston-grip handle against the pressure of a coil spring.

The thrust block is placed against the work, and a downward thrust on the handle forces the blade through the work, while the block slides back on its guide shaft until it meets the handle.

As the saw is spring-loaded, the return stroke is automatic. Although there is no frame to pass over or through the work, the saw blade can be given the same pressure as though it were under tension in an ordinary frame saw.

The guide shaft and pressure pin prevent the blade from bending, and the makers, Hale, Hamilton and Co., Ltd., 107, Old Broad Street, London, E.C.2, claim that full-length strokes may be taken without any risk of breaking the blade.

Where it is desired to follow a prescribed line, the thrust block may be removed, thus making the blade visible at the cutting point. Removal of the block in no way affects the proper functioning of the Padhacksaw.

When a keyhole or padsaw is used instead of a standard hacksaw blade, it may sometimes be necessary to break off about an inch of the tang in order to bring the wider part of the blade under the holding screws.

The Padhacksaw retails at 15s. 6d.

The Garage & Motor Agent

Used-Car Market Report

DIGEST of prices quoted in trade and private advertisements of used cars FOR SALE appearing in current issues of public motoring journals and representative national and provincial newspapers. In each case the figure given is the nearest "popular" average, i.e., the MAJORITY, NOT the arithmetical average.

Prices in right-hand column, in £'s.

C—Coupe.
F—4 or 5 seats.
L—Limousine.
T—2 or 3 seats.
S—Saloon.
U—Utility.

A.C.

34 S 16 h.p.	130
36 S 16 h.p.	300
48 S 2-litre	1095
49 S 2-litre	1125
49 U 2-litre	850

ALFA-ROMEO

35 C 1½-litre	275
32 1½-litre	795
36 T 2.3-litre	675

ALLARD

48 T 30 h.p.	895
48 C 30 h.p.	950
48 S 30 h.p.	895
48 U 30 h.p.	700
49 T 30 h.p.	925
49 C 30 h.p.	1050

ALVIS

34 C 12 h.p.	180
35 T 14 h.p.	795
36 S 14 h.p.	295
38 F 14 h.p.	450
38 S 14 h.p.	445
39 S 12/70	445
48 C 14 h.p.	1050
48 S 14 h.p.	1205
48 U 14 h.p.	795
49 S 14 h.p.	1250
34 S Spd 20 h.p.	350
35 F Spd 20 h.p.	395
35 C Spd 20 h.p.	325
36 S Spd 20 h.p.	370
37 S Spd 25 h.p.	395
38 S Spd 25 h.p.	586
39 T Spd 25 h.p.	675
37 S 4.3-litre	575
38 S 4.3-litre	595
38 C 4.3-litre	675
39 S 4.3-litre	795

AMSTRONG-SIDDELEY

37 S 14 h.p.	310
38 S 14 h.p.	325
46 C 16 h.p.	795
47 C Hurricane	850
47 S Typhoon	950
48 C Hurricane	920
48 S Typhoon	1025
49 S Typhoon	1295
35 S 17 h.p.	100
36 S 17 h.p.	250
36 C 17 h.p.	375
37 S 17 h.p.	545
38 S 17 h.p.	570
39 S 17 h.p.	645
40 S 17 h.p.	675
34 S 20 h.p.	225
37 S 20 h.p.	450
37 S 25 h.p.	360
38 S 25 h.p.	570
39 S 25 h.p.	750

ASTON MARTIN

35 T 1½-litre	410
36 T 1½-litre	425
37 T 2-litre	450
38 T 2-litre	595

AUBURN

37 C 30 h.p.	350

AUSTIN

34 S 7 h.p.	85
34 T 7 h.p.	167
35 T 7 h.p.	175
36 S 7 h.p.	195
38 S 7 h.p.	225
38 T 7 h.p.	220
39 S 7 h.p.	250
39 S 8 h.p.	350
40 S 8 h.p.	355
46 S 8 h.p.	515
47 S 8 h.p.	575
34 S 10 h.p.	165
36 S 10 h.p.	230
37 S 10 h.p.	285
38 S 10 h.p.	320
39 S 10 h.p.	375
39 C 10 h.p.	395
40 S 10 h.p.	385
45 S 10 h.p.	500
46 S 10 h.p.	555
47 S 10 h.p.	665
48 S A.40	815
49 S A.40	870
34 S 12 h.p.	145
35 S 12 h.p.	235
37 S 12 h.p.	330
38 S 12 h.p.	380
39 S 12 h.p.	399
46 S 12 h.p.	720
47 S 12 h.p.	734
36 S 14 h.p.	275
34 S 16 h.p.	150
35 S 16 h.p.	205
36 S 16 h.p.	225
37 S 16 h.p.	295
37 T 16 h.p.	225
39 S 16 h.p.	375
46 S 16 h.p.	705
47 S 16 h.p.	826
48 S 16 h.p.	902
49 S 16 h.p.	972
49 S A.70	1155
35 S 18 h.p.	275
36 S 18 h.p.	300
37 S 18 h.p.	495
38 S 18 h.p.	729
39 S 18 h.p.	797
35 S 20 h.p.	435
36 S 20 h.p.	675
37 S 20 h.p.	975
38 S 20 h.p.	1050
36 S 24 h.p.	550
38 S 24 h.p.	765
48 S A.125	1375
49 S A.125	1525

BENTLEY

24 F 3-litre	165
34 S 3½-litre	795
35 S 3½-litre	1095
36 S 3½-litre	1185
37 S 3½-litre	1270
37 C 3½-litre	1012
37 C 4¼-litre	1575
37 S 4¼-litre	1573
38 S 4¼-litre	1875
39 C 4¼-litre	2250
47 S 4¼-litre	4475
48 S 4¼-litre	3375
49 S 4¼-litre	4050
29 S 4½-litre	230
29 S 6½-litre	375

B.M.W

38 C 329	575

BRISTOL

48 S 400	1715
49 S 400	1975

BOND

48 T 2 h.p.	250

BROUGH SUPERIOR

41 S 22 h.p.	595
36 C 29 h.p.	275

B.S.A.

34 F 9 h.p.	125
35 T 9 h.p.	150
35 S 10 h.p.	120
36 S 10 h.p.	195
39 S 10 h.p.	295

BUICK

35 S 29 h.p.	150
37 S 30 h.p.	395
37 C 30 h.p.	425
37 S 31 h.p.	350
38 S 31 h.p.	575
39 S 31 h.p.	900
36 S 38 h.p.	420
47 S Rdm'ster	1695
48 S Rdm'ster	2250

CADILLAC

39 S V8	1175
47 S 61	2150

CHEVROLET

37 S 30 h.p.	375

CHRYSLER

37 S 24 h.p.	295
34 S 24 h.p.	500

CITROEN

38 S 12 h.p.	385
39 S 12 h.p.	395
38 S 15 h.p.	400
39 S 15 h.p.	495
46 S 15 h.p.	730
47 S 15 h.p.	775
48 S 15 h.p.	975
40 S 20 h.p.	875
40 S 23 h.p.	950

CONNAUGHT

50 T 14 h.p.	1500

DAIMLER

34 S 15 h.p.	169
36 S 15 h.p.	215
38 S 15 h.p.	375
39 S 2½-litre	750
46 S 2½-litre	950
48 S 2½-litre	1475
48 C 2½-litre	1572
34 S 20 h.p.	635
38 S 25 h.p.	650
36 C 26 h.p.	495
47 S 27 h.p.	2975
37 S 3½-litre	775

DELAHAYE

38 C 3½-litre	730
46 C 24 h.p.	800

D.K.W.

38 S 7 h.p.	155
38 S 8 h.p.	325

DODGE

38 S 26 h.p.	500

FIAT

37 C 500	195
38 S 500	250
38 C 500	255
39 C 500	331
39 S 500	307
38 S 1100	227
39 S 1100	465
40 C 1100	375

FORD

34 S 8 h.p.	185
35 S 8 h.p.	195
36 S 8 h.p.	210
37 S 8 h.p.	245
38 S 8 h.p.	264
39 S 8 h.p.	346
40 S 8 h.p.	350
46 S 8 h.p.	429
47 S 8 h.p.	466
48 S 8 h.p.	495
49 S 8 h.p.	585
36 S 10 h.p.	225
37 S 10 h.p.	259
38 S 10 h.p.	283
39 S 10 h.p.	350
46 S 10 h.p.	530
47 S 10 h.p.	560
48 S 10 h.p.	605
49 S 10 h.p.	790
39 S 22 h.p.	387
36 C 30 h.p.	265
37 U 30 h.p.	360
49 S 30 h.p.	895
48 S Pilot	953
49 S Pilot	1017

FRAZER NASH

36 T 2-litre	395
37 C 2-litre	350

FRAZER NASH—B.M.W.

36 C 45	350
37 S 16 h.p.	350
48 C 319	425
38 C 320	475
37 S 326	575

HEALEY

48 T 2.4-litre	975
48 S 2.4-litre	1225

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HILLMAN

34 S 10 h.p.	117
36 S 10 h.p.	140
37 S 10 h.p.	282
38 S 10 h.p.	322
39 S 10 h.p.	414
40 S 10 h.p.	437
46 C 10 h.p.	557
46 S 10 h.p.	546
47 C 10 h.p.	650
47 S 10 h.p.	624
48 C 10 h.p.	825
48 S 10 h.p.	768
49 S 10 h.p.	850
36 S 20 h.p.	255
38 L 21 h.p.	245

H.R.G.

47 T 1½-litre	705
48 T 1½-litre	720

HUDSON

37 C 16 h.p.	235
39 S 17 h.p.	460
36 S 22 h.p.	230
38 S 22 h.p.	395
41 S 22 h.p.	595
36 F 29 h.p.	225
39 S 29 h.p.	650

HUMBER

47 S 14 h.p.	822
48 S 14 h.p.	1005
46 S 14 h.p.	1384
37 S 18 h.p.	515
47 S 20 h.p.	1095
39 S 27 h.p.	665
46 S 27 h.p.	910
47 S 27 h.p.	925
48 S 27 h.p.	1315
49 S 27 h.p.	1565

INVICTA

48 C 24 h.p.	2000

JAGUAR

38 S 1½-litre	472
46 S 1½-litre	785
47 S 1½-litre	925
48 S 1½-litre	962
49 S 1½-litre	1250
36 S 2½-litre	347
37 S 2½-litre	398
39 S 2½-litre	500
46 S 3½-litre	937
47 S 3½-litre	945
48 S 3½-litre	1262
49 S 3½-litre	1505

JOWETT

36 S 10 h.p.	185

JOWETT-JAVELIN

48 S 1½-litre	840
49 S 1½-litre	960

LAGONDA

35 C 10 h.p.	265
34 S 3-litre	195
35 S 3½-litre	395
34 S 4½-litre	295
35 S 4½-litre	395
36 C 4½-litre	795
36 S 4½-litre	585
40 S 4½-litre	750

LANCHESTER

47 S 10 h.p.	830
36 S 11 h.p.	250
38 S 14 h.p.	375
39 S 14 h.p.	425

LANCIA

38 S 13 h.p.	480
39 C 13 h.p.	850

LEA FRANCIS

49 S 14 h.p.	1225

LLOYD

49 T 7 h.p.	465

M.G.

35 T 8 h.p.	250
39 T 10 h.p.	386
47 T 11 h.p.	605
48 T 11 h.p.	642
49 T 11 h.p.	700
35 T 12 h.p.	275
38 T 12 h.p.	410

MERCEDES-BENZ

38 T 14 h.p.	495
39 T 14 h.p.	675
38 S 20 h.p.	495

MORGAN

37 T 4/4	310
38 T 4/4	335
39 T 4/4	375
48 C 4/4	600

MORRIS

36 S 8 h.p.	185
37 S 8 h.p.	195
38 T 8 h.p.	267
38 S 8 h.p.	286
39 S 8 h.p.	353
39 T 8 h.p.	385
46 S 8 h.p.	495
47 S 8 h.p.	554
48 S 8 h.p.	613
49 S 8 h.p.	706
34 T 10 h.p.	150
35 S 10 h.p.	169
37 S 10 h.p.	285
38 S 10 h.p.	342
39 S 10 h.p.	390
46 S 10 h.p.	565
47 S 10 h.p.	635
48 S 10 h.p.	725
35 S 12 h.p.	115
36 S 12 h.p.	150
37 S 12 h.p.	290
38 S 12 h.p.	335
39 S 12 h.p.	350
37 C 14 h.p.	300
49 S Oxford	995

NASH

46 S 23 h.p.	1275
47 S 600	1450
48 S 600	1650

OLDSMOBILE

50 S 30 h.p.	2750

OPEL

37 S 12 h.p.	225
39 S 12 h.p.	265
37 C 24 h.p.	195

PACKARD

36 S 27 h.p.	275
38 S 30 h.p.	575
39 S 30 h.p.	725
36 S 32 h.p.	695
37 S 33 h.p.	425
38 S 33 h.p.	725
37 S 34 h.p.	799

RAILTON

36 T 28 h.p.	195
36 S 28 h.p.	225
37 S 28 h.p.	475
38 C 28 h.p.	550

RENAULT

39 S 9 h.p.	275
49 S 9 h.p.	595
37 S 12 h.p.	285
39 S 12 h.p.	350
40 S 12 h.p.	365
37 S 18 h.p.	295

RILEY

34 T 9 h.p.	425
34 S 9 h.p.	185
35 F 9 h.p.	295
37 S 9 h.p.	370
34 S 12 h.p.	160
35 S 12 h.p.	185
36 S 12 h.p.	255
37 S 12 h.p.	300
38 S 12 h.p.	395
38 T 12 h.p.	495
46 S 1½-litre	800
47 S 1½-litre	935
48 S 1½-litre	1045
49 S 1½-litre	1150
35 S 14 h.p.	260
46 S 2½-litre	925
47 S 2½-litre	1105
48 S 2½-litre	1250
49 S 2½-litre	1450

ROLLS-ROYCE

27 S 20 h.p.	150
28 S 20 h.p.	340
30 S 20-25 h.p.	375
31 S 20-25 h.p.	695
32 S 20-25 h.p.	750
34 S 20-25 h.p.	875
35 S 20-25 h.p.	1050
35 L 20-25 h.p.	975
37 S 20-25 h.p.	1750
38 C 25-30 h.p.	850
39 S 25-30 h.p.	1250
39 S Wraith	2750
28 S. Ph. I	375
29 L. Ph. I	430
30 C Ph. I	475
33 S Ph. II	700
34 C Ph. II	790
35 S Ph. II	775
36 S Ph. III	2250

ROVER

34 S 10 h.p.	198
35 S 10 h.p.	270
36 S 10 h.p.	290
37 S 10 h.p.	310
38 S 10 h.p.	345
39 S 10 h.p.	550
40 S 10 h.p.	600
34 S 12 h.p.	195
36 S 12 h.p.	325
37 S 12 h.p.	435
38 S 12 h.p.	455
39 S 12 h.p.	695
47 S 12 h.p.	995
48 S 60	1235
49 S 60	1450
36 S 14 h.p.	256
38 S 14 h.p.	525
39 S 14 h.p.	575
46 S 14 h.p.	950
47 S 14 h.p.	1175
37 S 16 h.p.	525
38 S 16 h.p.	595
39 C 16 h.p.	695
40 S 16 h.p.	725
46 S 16 h.p.	975
47 S 16 h.p.	1165
48 S 75	1460
49 S 75	1550

SINGER

34 T 9 h.p.	225
35 T 9 h.p.	255
36 T 9 h.p.	295
37 S 9 h.p.	275
39 F 9 h.p.	299
46 F 9 h.p.	475
47 F 9 h.p.	560
48 F 9 h.p.	650
46 S 10 h.p.	495
47 S 10 h.p.	625
48 S 10 h.p.	700
48 S 12 h.p.	710
49 S SM1500	925

STANDARD

39 S 8 h.p.	288
39 C 8 h.p.	310
45 S 8 h.p.	402
46 S 8 h.p.	410
46 T 8 h.p.	395
47 C 8 h.p.	437
47 S 8 h.p.	502
48 C 8 h.p.	512
48 S 8 h.p.	523
34 S 9 h.p.	125
35 S 9 h.p.	127
36 S 9 h.p.	197
38 S 9 h.p.	275
38 S 9 h.p.	315
34 S 10 h.p.	140
36 S 10 h.p.	195
37 S 10 h.p.	270
38 S 10 h.p.	283
39 S 10 h.p.	292
36 C 12 h.p.	255
37 S 12 h.p.	265
38 S 12 h.p.	270
39 S 12 h.p.	452
39 C 12 h.p.	461
46 S 12 h.p.	595
47 C 12 h.p.	650
47 S 12 h.p.	690
48 C 12 h.p.	750
48 S 12 h.p.	789
37 S 14 h.p.	250
38 S 14 h.p.	357
46 S 14 h.p.	606
47 S 14 h.p.	658
48 S 14 h.p.	691
49 S 14 h.p.	725
37 S 16 h.p.	365
37 S 20 h.p.	300
49 S Vanguard	961

STUDEBAKER

47 S 22 h.p.	1295
36 S 25 h.p.	140
36 S 26 h.p.	257
37 F 26 h.p.	325
37 S 26 h.p.	350
38 S 26 h.p.	395
41 S 26 h.p.	617
37 S 30 h.p.	130

SUNBEAM-TALBOT

38 S 10 h.p.	395
39 S 10 h.p.	545
40 T 10 h.p.	600
47 T 10 h.p.	698
47 S 10 h.p.	800
48 S 10 h.p.	847
49 S 80	1172
40 S 2-litre	535
47 S 2-litre	745
47 T 2-litre	895
48 S 2-litre	925
49 S 90	1242

TALBOT

37 S 10 h.p.	325
38 S 10 h.p.	345
36 C 14 h.p.	175
35 S 105	595
37 S 105	695
36 T 110	715
38 S 4-litre	409
37 S 3½-litre	400

TRIUMPH

37 S 14 h.p.	285
38 S 14 h.p.	350
39 S 14 h.p.	495
47 T 1800	807
48 T 1800	915
48 S 1800	1125
49 T 1800	1100
49 S Renown	1240

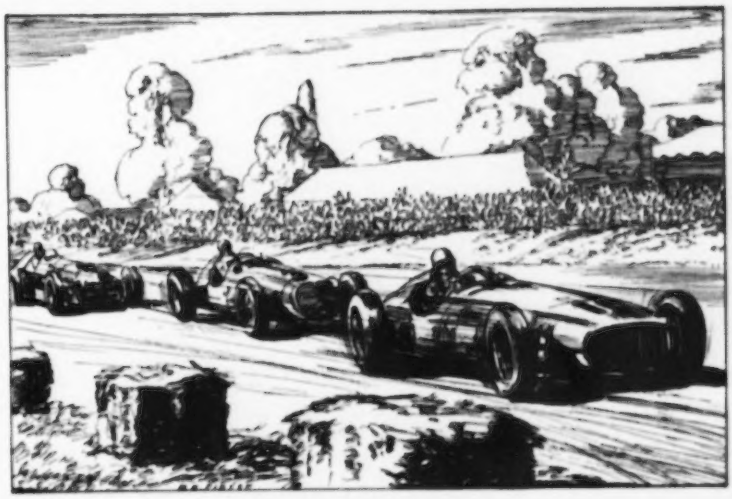
VAUXHALL

38 S 10 h.p.	305
39 S 10 h.p.	375
39 C 10 h.p.	395
47 S 10 h.p.	630
46 S 12 h.p.	480
47 S 12 h.p.	630
48 S 12 h.p.	745
49 S Wyvern	847
34 S 14 h.p.	145
35 S 14 h.p.	196
36 S 14 h.p.	265
38 S 14 h.p.	370
39 S 14 h.p.	467
46 S 14 h.p.	665
47 S 14 h.p.	720
48 S 14 h.p.	800
48 S Velox	935
49 S Velox	965
38 L 25 h.p.	845
39 S 25 h.p.	375

WOLSELEY

48 S 8 h.p.	667
35 S 9 h.p.	167
40 S 10 h.p.	440
47 S 10 h.p.	610
35 S 12 h.p.	195
37 S 12 h.p.	315
38 S 12 h.p.	377
40 S 12 h.p.	410
46 S 12 h.p.	710
36 S 14 h.p.	272
37 S 14 h.p.	290
38 S 14 h.p.	400
39 S 14 h.p.	450
46 S 14 h.p.	758
47 S 14 h.p.	917
49 S 4/50	1140
37 S 18 h.p.	492
38 S 18 h.p.	572
47 S 18 h.p.	815
48 S 18 h.p.	982
49 S 6/80	1240
37 S 25 h.p.	425

With an eye to the future



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Recent Auction Results

Selection of vehicles sold at the July 20th and 25th Measham Sales

A.C.
16 sports tourer, 1949 ... £630

ALVIS
14 saloon, 1935 ... £140

ARMSTRONG SIDDELEY
14 saloon, 1939 ... £200
16 saloon, 1947 ... £815
16 d/h coupe, 1946 ... £700
26 limousine, 1939 ... £235
26 saloon, 1937 ... £257½

AUSTIN
7 saloon, 1935 ... £87½
7 saloon, 1935 ... £108½
8 saloon, 1946 ... £517½
8 saloon, 1937 ... £200
8 saloon, 1936 ... £115
8 saloon, 1935 ... £115
10 saloon, 1946 ... £590
10 saloon, 1946 ... £612½
10 saloon, 1945 ... £482½
10 saloon, 1938 ... £291
10 saloon, 1937 ... £252½
10 saloon, 1937 ... £230
10 saloon, 1937 ... £192
11 Devon saloon, 1949 £845
11 Devon saloon, 1949 £815
12 saloon, 1946 ... £695
12 saloon, 1939 ... £325
12 saloon, 1938 ... £305
12 saloon, 1936 ... £215
16 saloon, 1949 ... £1,050
16 saloon, 1948 ... £825
16 saloon, 1947 ... £790
16 saloon, 1947 ... £740
16 saloon, 1937 ... £230
16 saloon, 1937 ... £250

BUICK
31 saloon, 1939 ... £500

CHEVROLET
30 limousine, 1938 ... £442

CHRYSLER
34 saloon, 1938 ... £475

DAIMLER
17 saloon, 1938 ... £600
17 saloon, 1937 ... £345
36 Windover lim, 1947 £1,850

FORD
8 saloon, 1949 ... £525
8 saloon, 1949 ... £485
8 saloon, 1949 ... £535
8 saloon, 1947 ... £420
8 saloon, 1947 ... £412½
8 saloon, 1939 ... £327½
8 saloon, 1938 ... £257½
8 saloon, 1937 ... £197
8 saloon, 1936 ... £210
8 saloon, 1935 ... £156
8 saloon, 1935 ... £152
10 saloon, 1949 ... £672½
10 saloon, 1948 ... £567½
10 saloon, 1938 ... £377½
10 saloon, 1937 ... £222
30 saloon, 1948 ... £860

HILLMAN III
10 saloon, 1949 ... £840
10 saloon, 1948 ... £802½
10 saloon, 1936 ... £225
10 saloon, 1936 ... £182

HUMBER
12 saloon, 1937 ... £320
16 saloon, 1937 ... £325
18 Snipe saloon, 1946 ... £700
27 Pullman lim, 1948 ... £1,140

LANCHESTER
10 saloon, 1947 ... £725
10 sports saloon, 1939 ... £247½

M.G.
11 sports roadster, 1947 £495
11 sports roadster, 1947 £485
12 sports saloon, 1940 £370
18 saloon, 1938 ... £280

MORRIS
8 saloon, 1947 ... £495
8 saloon, 1939 ... £330
8 saloon, 1937 ... £190
8 saloon, 1935 ... £136
10 saloon, 1937 ... £135
10 saloon, 1936 ... £165
10 saloon, 1935 ... £175
14 Oxford saloon, 1949 £870
14 saloon, 1937 ... £170
14 saloon, 1937 ... £295
18 saloon, 1936 ... £260

RILEY
9 saloon, 1934 ... £265
12 saloon, 1936 ... £265

ROVER '60'
12 saloon, 1948 ... £1,200
12 sports saloon, 1938 £387½
12 saloon, 1935 ... £132½
12 saloon, 1934 ... £130
14 sports saloon, 1938 £597½
16 sports saloon, 1938 £470

SINGER
10 saloon, 1949 ... £652½
10 saloon, 1948 ... £660
10 saloon, 1947 ... £582½
10 saloon, 1947 ... £525
10 saloon, 1947 ... £540
10 saloon, 1946 ... £500
10 saloon, 1939 ... £275
1½-lit SM '1500' sal, '49 £1,015

STANDARD
8 saloon, 1946 ... £452½
8 saloon, 1939 ... £305
9 saloon, 1935 ... £180
12 saloon, 1947 ... £670
12 saloon, 1938 ... £277½
12 saloon, 1937 ... £227½
14 saloon, 1948 ... £710
14 saloon, 1947 ... £677½
14 saloon, 1947 ... £650
14 saloon, 1946 ... £615
14 saloon, 1937 ... £172½
18 Vanguard saloon, 1949 £885

STUDEBAKER
27 saloon, 1937 ... £165

SUNBEAM TALBOT '80'
10 saloon, 1949 ... £942½
10 saloon, 1939 ... £400
10 saloon, 1939 ... £335

TRIUMPH
14 '1800' roadster, 1947 £800
14 '1800 roadster, 1946 £660
18 '2000' saloon, 1949 £100

VAUXHALL
10 saloon, 1939 ... £355
10 saloon, 1938 ... £205
12 Wyvern saloon, 1949 £825
12 saloon, 1939 ... £265
14 saloon, 1947 ... £707½
14 saloon, 1946 ... £685
14 saloon, 1938 ... £257½
14 saloon, 1938 ... £211
14 saloon, 1937 ... £192½
14 saloon, 1937 ... £237½
14 saloon, 1937 ... £196
18 Velox saloon, 1949 £855
18 Velox saloon, 1949 £855
27 limousine, 1935 ... £305

WOLSELEY
10 saloon, 1940 ... £367½
14 saloon, 1946 ... £685
14 saloon, 1946 ... £672½
14 saloon, 1937 ... £292½
14 saloon, 1936 ... £155
14 saloon, 1936 ... £96
18 saloon, 1945 ... £635
18 saloon, 1937 ... £195
25 saloon, 1936 ... £220

COMMERCIAL VEHICLES

AUSTIN
10 Utility, ex-WD ... £140
11 pick-up truck, 1949 £482½
12 flat truck, 1936 ... £63
18 shooting brk, 1934 £75

BEDFORD
12 10cwt van, 1938 ... £118
26 3-way van, 1949 ... £600
27 lwb flat truck, 1945 £145
27 truck, ex-WD ... £100
28 26-str coach, 1937 ... £340
— 3-t tipper, 1947 ... £335

BRADFORD JOWETT
8 10cwt van, 1949 ... £325
8 Utility, 1947 ... £420

CHEVROLET
27 truck, ex-WD ... £80

FORDSON
8 5cwt van, 1949 ... £390
8 5cwt van, 1949 ... £410
8 5cwt van, 1948 ... £322½
8 Utilecon, 1947 ... £330
8 5cwt van, 1938 ... £140
10 10cwt van, 1948 ... £345
10 Jeep, 1946 ... £187½
22 d/s truck, 1939 ... £83
30 Thames tipper, 1944 £140

MORRIS
8 5cwt van, 1940 ... £210
10 pick-up truck, ex-WD £205
12 10cwt van, 1937 ... £117½
12 10cwt van, 1936 ... £150
14 box van, 1937 ... £60

PACKARD
27 shooting brk, 1936 ... £340

RENAULT
12 van, 1939 ... £48

SEDDON
— tipper, 1948 ... £750

STANDARD
12 van, 1947 ... £385

STRICTLY ENTRE NOUS

by LFJ

From whom preserve us

PERHAPS it is only to be expected that the motor-using community should produce the occasional Superior Person. Those beings occur in all walks of life. In our own, the line they adopt is very much after this fashion:—"I am, of course, a very, very clever driver. My car is, of course, the very last word in luxury, refinement and performance. I consider it shocking that I should be affronted on my travels by the sight of wretched old vehicles and by the nasty noises made by their owners when trying to change gear." That is hardly an unfair parody of some of the things one has seen in print of late—and they are calculated to do quite a lot of harm. The S.P.s are in fact playing into the hands of the restrictionists. Even the most expert motor users, it will be said, are in favour of more control. And their words will be quoted.

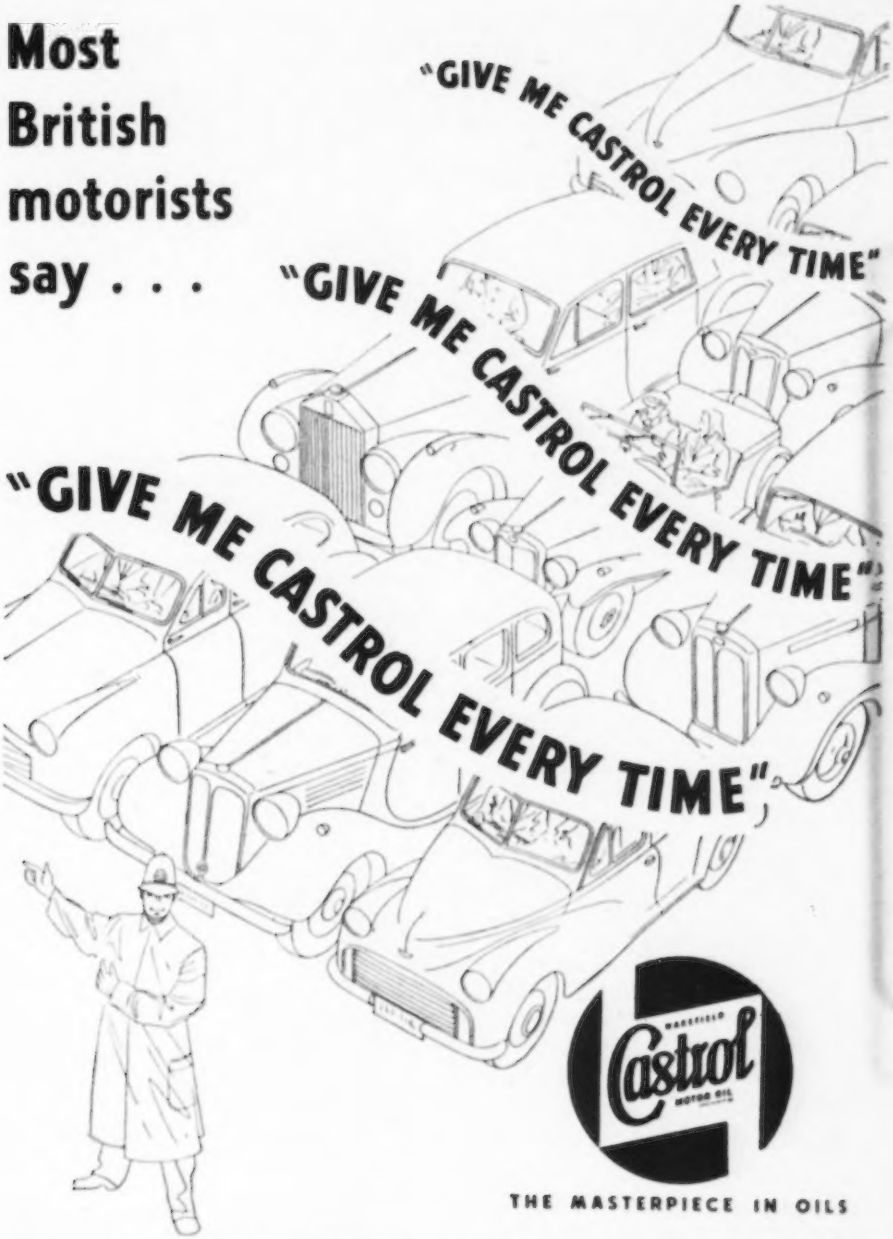
The opposition

THE present Government is hostile towards motoring. It is so partly on general principles; also for the particular reason of its interest in the railways and the nationalised transport system. All that is clear enough; what we understand less is the nature and true aims of the anti-motoring propagandists, to whom reference was made in the "Terse Talk" published in our issue of July 15th. In any fight, one of the first things to be done is to obtain as much knowledge as possible about the enemy. Just who are the people who seek further restrictions on the use of motors; why do they want them, and what is it, precisely, that they would propose if given the opportunity? As I understand, the organised and active anti-motor faction consists of the cycling bodies working in concert with those claiming to represent pedestrians. The principal alliance is between the C.T.C. and the Pedestrians' Association, the latter being of probably quite insignificant size—it has never published membership figures—but possessed nevertheless of a certain amount of influence. As you may know, the C.T.C. has lately walked out of the Royal Society for the Prevention of Accidents, and the hint has already been dropped that it may set up an opposition shop, in partnership with its ally. In that event, further trouble can be expected. To investigate that, and keep a constant watch on the opposition, should be somebody's job—and would be if our industry maintained a public relations department worth the name.

Memo for 1951

THIS year it is expected that some 50,000 people will visit Dagenham. Owing to the Festival of Britain, that number is likely to be greatly increased during 1951. For that, Fords are making special preparations. Other motor industry concerns with something to show, might well do the same. Of course people who come to this country want to see places of special beauty and historic interest. But many of them, too, welcome the chance of inspecting our industrial plants, and not only the larger ones. That fact has only been realised comparatively recently. Now that it is understood, those who feel concerned should take appropriate action. Rightly or wrongly, the country is committed to the Festival. That being so, it is clearly up to everybody to try to make it as impressive as possible.

Most British motorists say . . .



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Putting Brakes on Britain

Sir,—An old and wise friend has sent me a local newspaper report which gives details of a recent appeal by the police against a decision by the Aylsham (Norfolk) justices, who dismissed summonses against a series of defendants for using, permitting the use of, and aiding and abetting the use on the highway of a trailer (towed by a tractor) which did not comply with the regulations.

In a short report, originally seen by me in a London paper, the towed "vehicle" was described as a "shed," which I assumed meant one of those fairly large shepherd's huts on wheels. In upholding the appeal and sending the case back to the justices for them to convict, the King's Bench Divisional Court therefore rather had my sympathy.

The fuller account of the case now shows that the "vehicle" was a poultry shed on wheels. It would hardly have been drawn at more than a walking pace, and then only for a short distance. What a dastardly crime, and in this 1950 year of progress, too!

The comment of my friend is that next time the scoundrels want the chicken house shifted, they had better do as their forefathers did, and use a horse; it will take longer, and they may have to hire the horse from far way off, but they will be beyond the law's long and searching arm. Personally, I can't see what is wrong with keeping up full employment by having the thing shoved by the hands and shoulders of half a dozen farm labourers.

Why does Britain persist in treating the motorised vehicle on the road as quasi-illegal, instead of as one of the greatest assets she has? "Take the Brakes off Britain" is a slogan for which fighting propaganda is desperately needed to-day.

WALTER BOYLE, F.I.M.I.

London, W.C.2.

[*Who, reading of such proceedings and the result, would suppose that this country had anything important to do or that it was being faced by the intensive competition of a world geared to the efficiency of motor vehicles?*—The Speaker.]

Communications intended for the Motor Trade Parliament should be addressed to The Speaker, "The Garage and Motor Agent," 62, Doughty Street, London, W.C.1.

Long Service

Sir,—The following may be of interest, as it refers to long service, and must be just about the length of time we have been subscribers to the always-read "G. and M.A.":—

"Inscribed gold watches were presented by the partners of Ruffell's Motors to three members of their staff on July 26th, 1950, Mr. E. Spicer with over thirty years' service, Mr. A. Holland and Mr. T. Dobinson, with over twenty-five years' service. The firm was established in the name of L. and A. Ruffell in the 1890's (with bicycles only) and was purchased and reorganised in 1919 by the brothers Ruscoe."

Ruffell's Motors.

R. C. RUSCOE, F.I.M.I.

Wealdstone, Harrow. Partner.

[*Congratulations all round, not only to the three watch winners, but to the three Ruscoe partners (J. O., R. C. and G. H.) for their long service to the motoring public. "The G. and M.A." is proud to count Ruffell's Motors among its many long-service subscribers.*—The Speaker.]

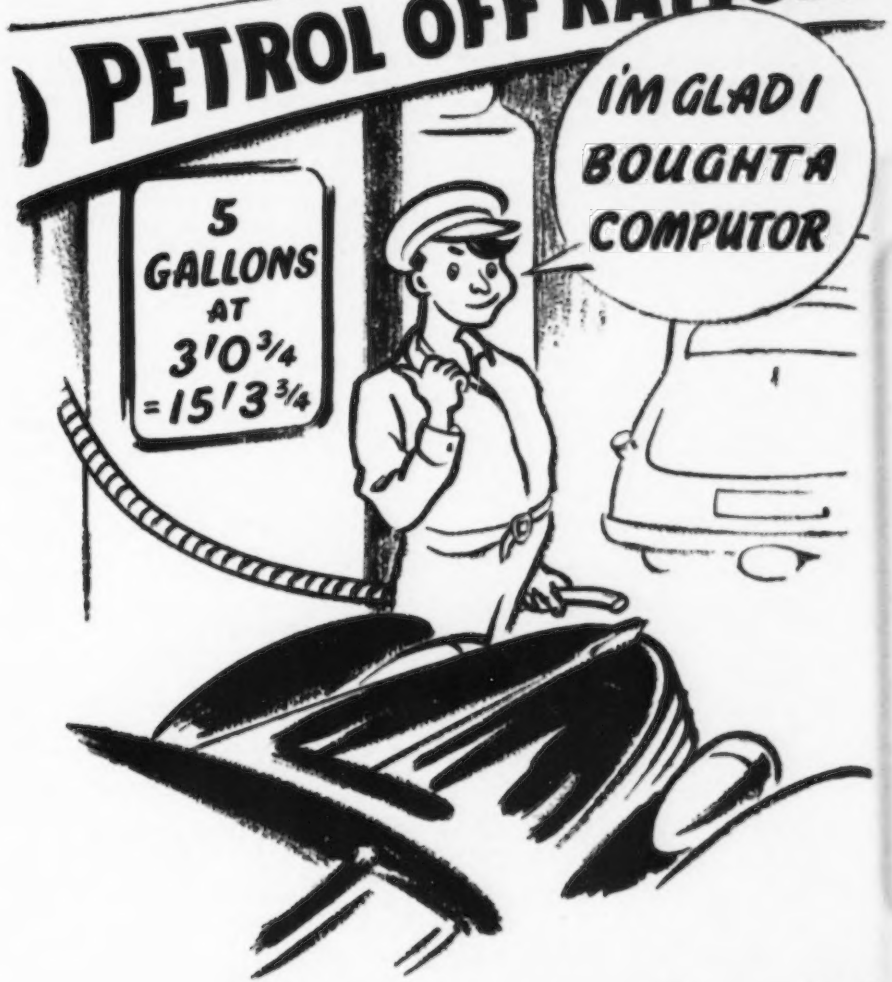
The Nameless Car

Sir,—How many among your readers remember this story of the Victorian era?:—

About the year 1907 a car called the Nameless put in an appearance. Apart from the apparent modesty of its producers in proclaiming their title, the vehicle enjoyed a very brief existence. Perhaps they tempted Fate too much; perhaps it was a case of just "One off."

Can any gentleman in this distinguished gathering furnish comprehensive particulars concerning this adventure? From my notes, at the time of its debut, the machine came

PETROL OFF RATION



You can count on it!

★ Your Computor can be altered in a matter of seconds to calculate the cost when any change in the price per gallon is made.

SUPPLIED BY LEADING PETROLEUM COMPANIES AND PUMP MANUFACTURERS

The MOTOR TRADE PARLIAMENT

Continued from page 1184

under the assembled class, having a proprietary 4-cylinder engine, gearing and the like.

Of course, there were many "built-up" cars, under a large variety of assorted names in those days, but the makers in this instance were, I should say, unique in their choice of so odd a trade-name as "Nameless."

The "magic of a name" has often been sustained by an apt and appropriate selection of a word signifying some special quality, but nonentity as a claim to fame is surely a curiosity in the annals of our industry.

"What's in a Name?" asked Shakespeare—but "Nameless"—well, I ask you!

JOHN ARMSTRONG.

Bournemouth.

[*I can contribute a mite to the discussion by stating that the car was made by the Nameless Motor Car Co., of Finchley Lane, Hendon, London, N.W. Perhaps the appellation was chosen because there was some doubt about the vehicle's parentage!*—The Speaker.]

Memory Test

Sir,—Searching through some old papers we came across the enclosed print, which may be of interest to you for publication in your Memory Test series.

Can any hon. Member say where the picture was taken, and name the cars?

Incidentally, referring back to the photograph of Mr. Sam Wright in your March 18th issue, page 1599, I must mention that this Humber car, AW 108, was originally purchased for resale by my grandfather, but was never sold on account of its colour, which was green.

This vehicle, therefore, started and ended its life with us as a demonstrator. Its total mileage in our hands was very little, and the car was later bought back by Humbers, I believe, in 1936. From your photograph it still looks very healthy.

W. H. ELLIS.

Oswestry. Ellis' Garage.

[*The interesting Memory Test picture kindly sent to us by Mr. Ellis is reproduced on this page.*—The Speaker.]

Computor Pumps

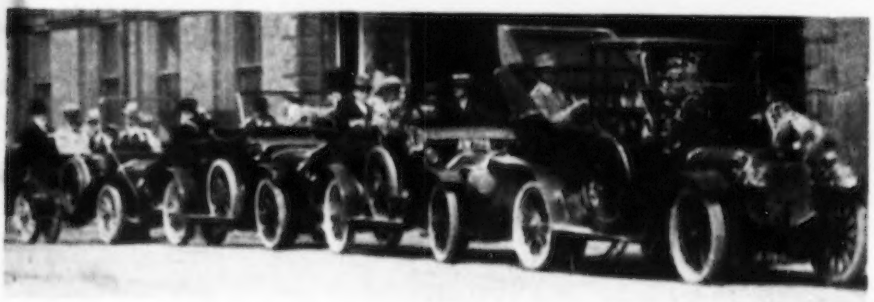
Sir,—I am not in the motor trade as such—merely a poor tyre bloke who has now turned sixty and has been in the tyre trade for forty-three years.

So, I do not write as being in connection with the trade, but as a private motorist who now, thanks be, buys petrol from a pump, openly without coupons, without being a criminal.

Now, to my muttons!

I have read with much interest the letter from G. M. Inglis of the Wayne Tank and Pump Co., Ltd., in your July 22nd issue. I don't think there is a lot in the fact that one is able to say, "Give me 10s. worth," etc. But I do think there is a lot in saying how much petrol has been delivered, and how much one must pay.

It cuts out the personal element. Too often a youngster means well but is not a



MEMORY TEST—The original picture sent to us by Mr. Ellis (see his letter on this page) included three more cars, which we have been reluctantly obliged to trim off to keep the picture reasonably large for identification purposes. Answer under "Rest of News" as usual, on page 1198.

The MOTOR TRADE PARLIAMENT

Continued from page 1186

good ready reckoner. And that may count for or against his employer.

If for, suspicion rests against the youngster and/or his employer. If against, a correction for the youngster—and not always a youngster—to his embarrassment.

In any good retail establishment you are served with goods, if weighed, on a visible machine. Your cash is paid into a cash register, on which the amount is visible. Surely that is what any motorist would like when buying petrol?

• • •

Apart from that, now that petrol is free, one's wife, never thinking of cost, far more often than when one had to consider coupons, says, "We'll go out for a run."

Good! What a glow of satisfaction to pull under a pump with your wife sitting in the car and seeing the bobs flick up! You say, "Six, please," and she sees out of the corner of her eye sixteen shillings, seventeen shillings, eighteen shillings, etc., and neither you nor your lady say a word. What a kick one gets out of such silent satisfaction! Sorry, but I can't help it!

Yes, there's a lot in visible measurement. There's a lot in visible change. I like it. I think all people do.

H. B. BIRCH.

Great Crosby.

[*Though I have heard many arguments in favour of computor pumps, I have never before heard that they are useful as wife-shockers! What do our hon. Lady Members think of that one?*—THE SPEAKER.]

Computor Pumps

SIR,—The letter by G. M. Inglis, in your issue of July 22nd raises again the very interesting query of sales of petrol by the gallon or by the shilling (or penny). Perhaps our experience of computing pumps may be of interest to your readers, as we were one of the first garages in our area to install them before the war.

Our petrol throughput is approximately 120,000 gallons a year, with a working day of 12 hours, for six days a week, and our business is regular, with only a small percentage of passing trade. We installed a battery of six non-computing pumps two years ago, after deciding that the other type was unpopular and unnecessary.

After the installation of the computor pumps in 1936 we plugged away, not only with posters in the filling station, but with advertisements in the local Press at the new "Petrol by the Shilling" idea, and introduced handbags for the attendants to save time generally. "Five bobs' worth and make it snappy." "Ask for your change in petrol," were two of the catch phrases we used in both display and classified advertisements in the local Press.

The public would not bite, because they had always been used to reckoning their costs at miles per gallon of petrol and oil, and no amount of persuasion could alter their ideas.

The attendants, too, took a dim view of the computing pump, because of the necessity of handling fractions of a gallon when checking their readings on handing over to the incoming attendant. It is well known that, unofficially, a good petrol attendant can earn a fair amount each week in tips, and can one blame an attendant if when a customer asks for four gallons of petrol (at 3s. 1d.) he refrains from asking, "Shall I make it 12s. 6d. worth, Sir?" when he may feel sure that he himself will get the extra 2d.?

The pumps were not popular with the office staff because of the many fractions of gallons met with in checking each of the six pumps twice a day. If the sales had *all* been in money's worth instead of a mixture of both, tallying would have caused no head-

Out of the Past

35 YEARS AGO. "The G. and M.A." 7/8/15.

THE motor industry has been peculiarly affected by the war, but we hesitate to call it "stricken." Eventually it may be found the war has actually popularised the use of motor traction. It has "familiarised" all people with it, and removed the last vestige of old prejudice. The motor car and waggon are for ever associated with khaki. Of course, the turnout of pleasure cars is interrupted, and the regular course of trade. Individual enterprise may teach the manufacturer to prepare for the resumption of normal trade, and he should be ready.

20 YEARS AGO. "The G. and M.A." 2/8/30.

THE change for the better in motor trade window dressing that has been noticeable in recent years is satisfactory, as far as it has gone. But it has not gone far enough yet. Not until the display windows of practically every garage and car showroom are dressed and redressed with the thoroughness now exercised by the majority of other live retail trades will the maximum appeal to the public be generated. If a window belonging to the motor trade is intended for the displaying of cars or accessories, it should be used for that purpose to the uttermost ability of the firm whose business name is linked to it.

The MOTOR TRADE PARLIAMENT

Continued from page 1187

aches. Unfortunately, this was not the case.

We were perhaps unfortunate, also, because the pumps needed more than normal repairs, both of the computing machinery and of the motors themselves.

No doubt these few points can be disputed, but in our opinion they outweigh any advantages the computing pump has to offer. Computing pumps will not serve their purpose until the motoring public is convinced that miles per gallon is outmoded and that to save time and money they should order their petrol by the shilling instead of by the gallon.

Who is to convince them? Surely not the garage proprietor. He has enough on his plate at present. All he wants to do is to sell his petrol.

Perhaps if all filling stations were owned by the State, some bright civil servant would issue a White Paper on the subject and the poor motorist would then be told how to buy his petrol. Until then, thank goodness, we can choose our method, if not our favourite brand.

DUNCAN GRANT.

[*British motorists evidently need a lot of persuading before they can be induced to change their habits. The even money's worth idea is popular in other countries—America and Australia, for instance. Indeed, I understand that in Australia motorists continued to say "Fill her up" even when rationing was in force. Any balance due on a coupon was noted and supplied to the customer next time he came in for another tankful.*—THE SPEAKER.]

CHASSIS ROCKERS, No. 32. *By Betts*

"There, it's slipped down again! I said you were crazy to use an old four-poster lifter like this!"

Stock and fit—

Genuine

DELCO & AC

Service Parts

DRH DELCO REMY HYATT

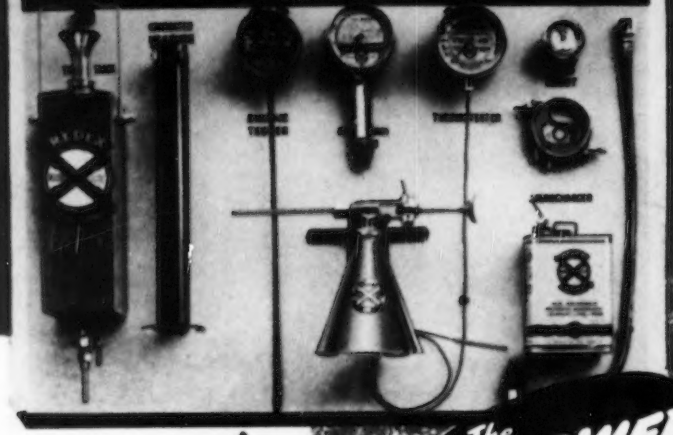
DIVISION OF GENERAL MOTORS LTD.

GROSVENOR ROAD LONDON S.W.1

FA 53

RED EX
PRECISION INSTRUMENTS

REDEX CONVERSION TEST & TUNE



The ANSWER is REDEX

Phenomenal Performance & Petrol Saving

Whether your customers want outstanding fuel economy, phenomenal performance, instant starting or protection from wear, carbon and corrosion, REDEX is the answer.

Efficient, modern service demands REDEX and the Workbench Panel as shown above to check REDEX results to a decimal and obtain final 'spot-on' tuning.

REDEX

REDEX 365 CHISWICK HIGH RD. LONDON, W.4.

COMMERCIAL VEHICLE & TRACTOR BUSINESS

By "Transit"

For agricultural engineers

IN establishing an agricultural department, the College of Aeronautical and Automobile Engineering has made a move of the first importance. It is also one that cannot be too cordially welcomed. There has for long been a crying need for an increase in the training facilities available to would-be agricultural engineers, very much including those within the motor industry, a point that has been made in this feature on a number of occasions.

Now, something is being done towards filling that want by the college that was started in Chelsea in 1924. Knowing its record, we may be sure that the students in the new department will receive highly efficient instruction. The staff has been reinforced and will have the assistance of an advisory committee of prominent agriculturists.

The curriculum has been planned to meet the requirements of those hoping to take the examinations of the Institution of British Agricultural Engineers. A careful study of it shows most commendable thoroughness.

The syllabus need not be dissected in detail here, but it is divided into practical and theoretical sections, and during the final period of training students will spend some of their time with manufacturers and operators in order to gain experience of tractor service work under everyday conditions.

Background training

Very rightly, the engineering training is supplemented by instruction in such matters as crop and animal husbandry, and the natures of soils and manures. The pupil will thus be supplied with the background of farming knowledge that is so highly desirable. Through the lack of it, many otherwise capable engineers labour under a severe handicap.

The course will take a minimum of 1½ years to complete, following upon the first term, which is probationary. The time may be reduced in the case of students already possessed of some previous experience, while holders of the college's diplomas in automobile engineering will not be required to take certain subjects in the curriculum. A special diploma will, of course, be awarded to each student who completes the course satisfactorily.

October will see the start of the agricultural engineering department's first term, and one would expect that there may be a rush to enrol. It might be well therefore for those interested to apply to the college for further particulars without any undue delay. The address is King's Road, Chelsea, London, S.W.3.

Way to think of it

It is nowadays realised that industrial efficiency depends to no small extent on the methods used for handling goods. That may be said to be a fairly recent discovery. Over a long period manufacturers concentrated on speeding up and increasing production, and in cutting costs.

The machine tool may be said to have been the symbol of their efforts. The next step was the extended use of the conveyor belt; from that industry has advanced still further, and now employs an ever-increasing variety of mechanical handling devices.

Their value is universally recognised, and among others by politicians and officials who are, indeed, very strongly addicted to lecturing industrialists on the need for modernising their equipment. It may be said that their arguments represent, at any rate in theory, the policy of the present Government.

The importance of efficient handling, however, is not confined to the factory. Finished products have to be moved to where they are wanted, and if the transport facilities are inadequate, that will clearly nullify some of the gains made by improvements in manufacturing methods. Transport, that is to say, is properly to be considered as a form of handling, which in fact it is; and to encourage transport efficiency is just as necessary as it is to cheapen production in other ways.

That point was made by one of the speakers at a recent gathering, and was a particularly sound one. The more the idea can be propagated the better, as it should help to put an end to the muddled thinking that has produced the imposition of purchase tax on c.v. chassis among other unfortunate results.

The MOTOR INDUSTRY'S NEWS

ORDER PRIORITY TEST CASE APPEAL FAILS

AGREEMENT WITH MANUFACTURERS DECIDING FACTOR

PRE-COVENANT CONTRACTS

THE Court of Appeal last week dismissed the appeal of Hartwells of Oxford, Ltd., from the refusal of Mr. Justice Danckwerts to grant them an injunction restraining the British Motor Trade Association from putting them on the Stop List if they supplied cars to customers under contracts made before the covenant scheme came into force on August 15th, 1946. (The Chancery Division hearing of this case was reported in our July 22nd issue.—Ed.)

Mr. K. E. Shelley, K.C., for the appellants, redrafted the relief he was claiming. He said he was asking for an injunction or declaration to prevent the Association from putting their name on the Stop List "**by reason only of the delivery of cars to customers under agreements made before August 15th, 1946, in strict order of date and without requiring the customer to sign the covenant.**"

He declared that the amount of money involved in the company's contracts was in the neighbourhood of £250,000, and **there was evidence that there was a growing number of persons taking steps similar to Mr. Monckton, plaintiff in an action before Mr. Justice Humphreys, who was awarded £1,500 against a dealer for failure to deliver a car under contract.**

JUDGMENT

Giving judgment, Lord Justice Somervell said that what the court had to deal with was the period between the end of the statutory scheme and the introduction of the covenant scheme in August, 1946, and orders placed for cars during that period. But the court also had to deal with orders placed after that date.

His lordship referred to the covenant and the rules of the Association, and said the present proceedings were precipitated by Mr. Justice Humphreys' judgment. The appellants, upon learning of this, in a letter to the Association stated that they proposed to deal with orders in strict rotation irrespective of whether the customer was prepared to sign the covenant or not. The reply of the Association was that such a method might result in the appellants being put on the Stop List.

His lordship continued that Mr. Shelley had to show that the appellants were in danger of being sued for breach of contract. He said that the agreement between the Ford company and the appellants stated that it did not impose on the supplier any obligation to accept orders from or deliver cars to dealers; that dealers who were members of the Association should abide by its rules; that any breach of the rules would be a breach of the Ford agreement, and also that such breach could be dealt with by the Association.

"APPELLANTS NOT IN PERIL"

In view of the terms of this agreement and dealing with the case on the footing of the agreement, his lordship said he did not think that the appellants were in such a peril as Mr. Shelley had suggested. He thought the appeal should therefore be dismissed.

Lord Justice Singleton, agreeing, said the appellants were under contract to deliver cars to their customers within a reasonable time. It could not be said, however, that a reasonable time had elapsed if the manufacturers said they would not deliver cars except on conditions which the customer was loath to accept.

The appellants, therefore, might well have a defence by reason of the fact that they could only get a car delivered on the terms as contained in the Ford agreement. He added that the appellant might well have an answer to any claim on the materials before the court.

Lord Justice Jenkins agreed. The appeal was dismissed, without costs. Leave to appeal to the House of Lords was granted.

MOTOR INDUSTRY'S NEWS

30 M.P.H. LIMIT ON UTILITIES MAY GO

IF REGULATIONS APPROVED

Utility vehicles (without trailers) of the shooting brake, estate car, and hotel bus type, used mainly for the private carriage of passengers and their personal effects, will be freed from the 30 m.p.h. speed limit if regulations made by the Minister of Transport are approved by Parliament.

The 30 m.p.h. limit will, however, continue to apply to any of these vehicles authorised to be used under a goods carrier's licence, or which would need a licence but for exemptions given under the provisions of the Road and Rail Traffic Act, 1933, or but for the fact that they are in the service of the Crown or of the British Transport Commission. That means, broadly speaking, any vehicle used for the conveyance of goods by way of trade, business or profession, or for hire or reward

SHOW FOR PERU

A British Motor Show is to be held in Lima, Peru, from October 20th to 27th, coinciding with the British Trade Week to to be held there at that time. Peru, it is understood, has lately become a good market for British products.

"NO PRICE CUTTING" SAY PRIVATE HIRE FIRMS

FACING INCREASED COSTS

Vice-Chairman of the Private Hire Car Section of the Liverpool Chamber of Commerce, **G. W. Prout** referred to the competition between petrol companies following derationing, in an endeavour to secure orders from retailers. He expressed the hope that this would not result in any orgy of price cutting.

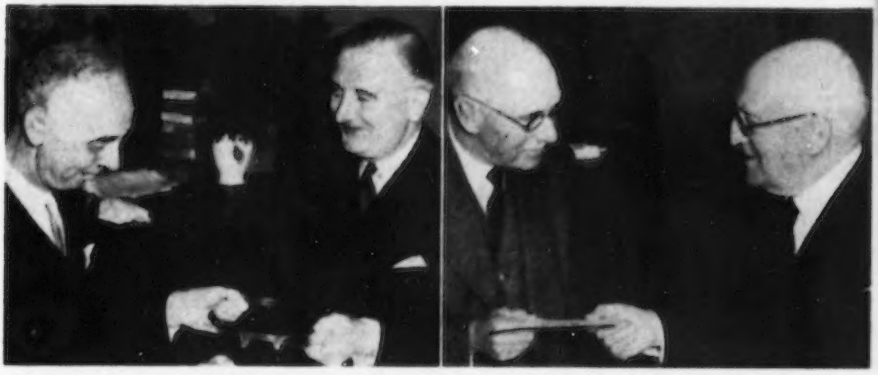
J. Fielding said it was most important that the present rate of charges should be maintained; any attempt to reduce or undercut was to be deplored, as operators were having to face increased prices on practically every article connected with their business.

The meeting agreed that the increase in private motoring due to decontrol of petrol had not, so far, had any substantial effect on private hire.

U.K. CARS IN AUSTRALIA

Twenty years ago American automobiles had 80 per cent. of the Australian market and Britain's a mere 14 per cent.

In 1949 the ratios were almost exactly reversed, and in that year Austins had a clear lead of more than 5,000 vehicles over any other make.



S.M.M.T. HONOURS.—At the annual luncheon of the Council of the Society of Motor Manufacturers and Traders, presentations were made to retiring President F. I. Connolly and J. C. J. Phillips, Exhibition Manager for over 30 years. Picture on the left shows the presentation (a pair of antique silver salvers) to Mr. Connolly (left) being made by President W. Lyons; that on the right shows Sir George Beharrell making the presentation to Mr. Phillips (left).

MOTOR INDUSTRY'S NEWS

PERSONAL ITEMS

William ("Big Bill") Harrington, of the Anglo-American Oil Co., Ltd., vacated his position as Manager, London Division, on July 1st, and is shortly retiring from the company. His successor is **W. H. Critchlow, M.B.E.**, formerly the company's Manager of both the Northern and the Midland Divisions.

R. C. Jones.

AC-Sphinx Spark Plug Co., Ltd., have appointed **R. C. Jones** as their Sales Representative for the South-Western area, covering a territory from Gloucestershire in the north to Dorset in the south and westward to Land's End. This area also covers parts of South Wales.

Victor Deacock, F.I.M.I., who was with the Caterham Motor Co., Ltd., for 19 years, and relinquished his position as their Service Director last March, has joined Langley Motors, Ltd., of Eastbourne, as General Service Manager.

Weaver Manufacturing and Engineering Co., Ltd., Magna Works, Bedford, have appointed **Kenneth Letham** to take charge of their Scottish area. He will operate from the company's branch office in Bothwell Street, Glasgow.

In Brooklyn, New York, **Selden T. Williams**, Vice-President of the Scovill Manufacturing Company, Inc., has been elected President of their subsidiary company, A. Schrader's Son, Inc., the suppliers of tyre valves, gauges and industrial air equipment. Mr. Williams joined Schrader's in 1929 and was appointed General Manager in 1944, when he became responsible also for the British factory at Birmingham.

Chairman and Managing Director **Sydney S. Guy**, of Guy Motors, Ltd., Wolverhampton, who is recovering from illness, recently paid a visit to Holland as part of his convalescence, and there inspected the Guy assembly plant at Rotterdam.

Robert F. Fryars of Associated Commercial Vehicles Group, has been elected Chairman of the British Transport Vehicle Manufacturers' Association for the seventh time in succession.

TRACKLAYER PROJECTS

OLDING POLICY CHANGE

Vickers-Armstrongs, Ltd., are entering the heavy tractor market, and have already spent £1,000,000 on the development of prototypes, which have been under test during the past twelve months. Next year a limited number of models will be supplied to users for trial under everyday working conditions. Production will start in January, 1952, and will be brought up to 500 a year.

The Vickers tractor has been designed for earth-moving and heavy work generally, and will be fitted with a 180 h.p. Rolls-Royce diesel, an engine developed from the petrol motors evolved by that firm for use in tanks.

The tractor weighs between 14 and 15 tons, and a full range of ancillary equipment will be made available. It will be manufactured at the Elswick and Scotswood works of Vickers-Armstrongs. The machine will be one of the most powerful in the world's markets.

Sole distribution will be in the hands of Jack Olding and Co., Ltd., of Hatfield, both at home and overseas. **This concern further announce that they are ending their long association with the Caterpillar tractor.** They will, however, continue to supply both spares and service for these machines until the American factory have come to another arrangement.

Attention may also be drawn to the fact that Blaw-Knox, Ltd., are now producing a heavy-duty scraper, powered by a 150 h.p. A.E.C. diesel engine, and known as the Goliath. Several have been ordered by the Anglo-Iranian oil concern for use in Persia. The same company also build a smaller machine, the BK 12 grader, which is fitted with a 94 h.p. A.E.C. unit.

While Britain is making notable advances in the heavy tracklayer field, it is rumoured that American makers have plans for even larger machines. Allis-Chalmers are stated to be contemplating a model of over 200 h.p.

M.o.T. TO OPEN C.V. SHOW

Society of Motor Manufacturers and Traders announce that **Mr. A. J. Barnes**, Minister of Transport, has agreed to open the 1950 Commercial Motor Show at Earls Court on Friday, September 22nd.

The exhibition, organised biennially by the Society, will be staged from that date until the end of the month.

With the Morris-Commercial 6-cylinder Saurer-type Diesel you have an engine that takes everything in its stride, keeps to time schedules, keeps on the road longer between overhauls. And this powerful unit is all the more reliable and durable for being built for the job. For lower running and maintenance costs with greater reliability decide on Diesel and make it Morris-Commercial.

MORRIS-COMMERCIAL

THE GREATEST NAME IN BRITISH TRANSPORT

VANS 10 cwt. 15/20 cwt. 25/30 cwt.	LORRIES 25/30 cwt 2-3 ton, 5 ton *	TIPPERS 2-3 ton, 5 ton *	PASSENGER CHASSIS (28-31 seater) *

* Choice of Petrol or Diesel (Saurer Patents), on 5 ton Lorries & Tippers and Passenger Chassis

MORRIS COMMERCIAL CARS LTD., ADDERLEY PARK, BIRMINGHAM, 8

Overseas Business: Nuffield Exports Ltd., Oxford and 41, Piccadilly, London, W.1

MOTOR INDUSTRY'S NEWS

U.S. SWITCH TO TANKS

STEEL SHORTAGE AND PANIC CAR BUYING REPORTED

U.S. Army has asked the Cadillac division of General Motors to build tanks in a former war factory outside Michigan. Mass production of tanks will not affect civilian production of General Motors' vehicles.

Cadillac built tanks for the U.S. Army during the last war. The current order, however, is the first received by a U.S. motor company since the end of the war.

U.S. Government experts have stated that a re-armament programme must eventually interfere with civilian motor production. The nation's steel shortage will also be felt more acutely.

The Dodge division of the Chrysler Corporation at present has U.S. Army orders on its books for 5,241 vehicles.

A new shortage of steel is developing in the U.S. motor industry, and may hamper motor production in all U.S. factories for the rest of this year. If many other firms get orders to make tanks or other military vehicles, the steel situation will be even more serious, as far as private cars are concerned.

MAY REVISE PLANS

The U.S. motor manufacturers, who use nearly one-fifth of the nation's steel output, may have to revise the optimistic production forecasts they made for the last six months of 1950.

"Ward's Automotive Reports," the industry's statistical news service, gives this warning. "Even without imposition of direct Government controls, passenger car production for the rest of the year will be restricted by shortages of steel and essential non-ferrous metals.

"This makes the projected total of 6,600,000 cars for the year seem an ambitious forecast, despite strong and even increasing demand for cars," the service added.

Effect of the Korean war is continuing to swamp U.S. motor dealers with the most urgent demand for new cars since the frantic seller's market that followed the last war.

Some dealers selling lower-priced models have even stopped taking orders for the time being. Nearly all of them are starting waiting lists, like the ones they used in 1946.—B.U.P.

B.M.T.A. WIN INJUNCTION

ANOTHER CASE STOOD OVER

In the Chancery Division of the High Court on Tuesday last week, the British Motor Trade Association was granted an injunction to restrain M. and A. Autos, of 104/106, London Road, Manchester, and the two proprietors of the firm, David Abrahams and Norman Mills, of the same address, from dealing in cars subject to covenant.

With the consent of the defendants, the motion was treated as the trial of the action, and Mr. Justice Wynn-Parry gave judgment with costs to the Association for a perpetual injunction in similar terms to that applying in the Salvadori case, restraining the defendants from directly or indirectly procuring breaches of covenant.

His Lordship further ordered that an inquiry should be held as to the damages suffered by the Association by reason of the defendants' action in inducing covenantors to sell their vehicles in breach of covenant.

On the same day the B.M.T.A. made application on motion for an injunction to restrain the following from dealing in motor cars which are subject to covenant:—William Charles Marshall, 132, Forester's Drive, Wallington, Surrey; Stanley Thomas Russell, 29, Wickham Court Road, West Wickham, Kent; Dennis Raymond Lester, 122, Shirley Road, Croydon.

The motion was heard before Mr. Justice Danckwerts, who stood the matter over till the trial of the action, on Marshall giving an undertaking until the trial in similar terms to the injunction granted in the Salvadori case, restraining him from directly or indirectly procuring breaches of covenant.

A further term of the undertaking is that Marshall will not execute a deed of covenant or procure any other persons to execute any deeds of covenant with the Association, except under their own names and giving their own addresses.

I.M.I. REGIONAL OFFICERS

Officers elected for the East Midland Region of the Institute of the Motor Industry are:—Chairman, **R. H. West**, Wests (Lincoln), Ltd., Lincoln; Vice-Chairman, **H. Lamb**, H. A. Hamshaw, Ltd., Leicester; Secretary, **E. J. Clark**, Ockbrook, Derby.

MOTOR INDUSTRY'S NEWS

FOR SHOWING HOW.—As a British Oxygen Co. mobile welding demonstration unit, this Commer 5-ton forward control vehicle has been touring agricultural shows throughout the country. The bodywork, by E. W. Campion and Sons, Leicester, can be transformed in a couple of hours into the display and demonstration stand seen on the right.

WHERE OUR CARS FAIL

IN "COPYING" AMERICANS

Although rather belated, the following comments on the British Automobile Show held in New York contain several pointers of interest to British exhibitors. They are by Robert Wilbur, writing in the American "Franson's Weekly Motor News":—

"The British will hold their own against the cars built anywhere in the world today. Their workmanship is superb. It is better than ours on their mass-produced cars, and out of this world on the hand-made jobs. There is more variety in their cars. They don't all look alike. They use less chrome than we do, but more than they used to use.

"Where they fall down is when they try to copy American design . . . . American design is American design, like it or not. That is a matter of taste (I don't like it).

"Someone should tell the British that Americans love cars and literature about cars, and the next time they hold a show bring over piles of stuff and let the people have it. Cut out all the fancy colour and issue plain booklets with pictures of each model and lots of technical dope. Austin and Ford were very generous and gave away tons of stuff, but in the majority of cases it was hidden and you had to ask for it."

:: :: **Garage Purchase.**—Nottinghamshire County Council has been asked to sanction the purchase for £4,500 of Rufford Garage, Southwell Road, Mansfield, for use as an ambulance garage and workshop, with residential accommodation.

WOOD BLOCKS SKID MENACE

That there was not much purpose in spending thousands of pounds in safety campaigns if lethal surfaces, such as road blocks, were allowed to continue, was the contention of Mr. Shepherd in the House of Commons when he asked the Transport Minister, Mr. Alfred Barnes, if he could prevent the re-laying of wood blocks.

Mr. Barnes replied that in the main wood blocks were confined to London streets, and on many that were being relaid the wood blocks were being done away with. "I think we are making good progress," he added.

In answer to another question, the Minister said that the main types of road surface were ashphalt, bituminous macadam, concrete, stone setts, tarmacadam, water-bound macadam and wood blocks. In addition, there were various kinds of surface dressing and thin carpets.

Resistance to skidding depended upon a number of factors, and for information as to the tests that had been carried out the Minister referred his questioner to the reports of the Road Research Laboratory.

J. BLAKE AND CO. EXPAND

Liverpool Corporation have agreed to lease for 98 years a piece of land of one and a half acres on the Kirby Trading Estate to J. Blake and Co., Ltd., motor dealers and engineers, of Bold Street, Liverpool.

The land has been acquired for an extension to the company's adjoining premises, which are used for automobile engineering purposes.

MOTOR INDUSTRY'S NEWS

A.A. NEARING 1,000,000

MORE APPOINTED GARAGES

With its membership nearing the million mark, and with new members coming along at the rate of something like 1,000 a day since derationing of petrol, the A.A. has achieved an all-time record. And its service and facilities have kept pace with this expansion and are greater now than they have ever been.

The story is told in the annual report of the Association, outlined to members at the annual meeting held in London last week by Chairman the **Rev. Canon F. W. Hassard-Short.**

Acclaiming the derationing of petrol, the Chairman went on to say that the fight for removing the tax penalisation of older cars must continue. The A.A. would fight for this with all their power.

Over 26,000 members had availed themselves of the Free Breakdown Service during the year, compared with some 14,000 the previous year. This service now provides for assistance to be available to private car members through some 3,800 garages in all parts of the country.

Then there was the London and Birmingham night breakdown services. For the London service the number of breakdown crews had been doubled, and some 700 members were making use of the service each month. The service was operated by the 24-hour emergency staff at head office, Fanum House, and a system of radio communication was in operation.

There had been an increase of 34 per cent. in the number of members using the Association's Technical Service, and some 6,500 secondhand vehicles had been inspected during the year for a report to those considering a purchase.

Many garages had applied for appointment, or reappointment following change of ownership, **and 350 new appointments had been made, bringing the total of A.A. appointed garages to nearly 5,000.**

The fight by the Association for better roads, signposting and parking facilities was also covered by the report.

Sales Advertising Director **Kenneth Horne**, of Triplex Safety Glass Co., is on a visit to Denmark and Sweden for discussions with Scandinavian motoring firms and organisations.

GRIMSBY DOUBLE TRAGEDY

LOCAL GARAGISTS KILLED IN CAR MISHAP

Managing Director **Cedric Wilson**, of Bratley's, Ltd., Louth Road, New Waltham, near Grimsby, and **David White (28)**, partner with his brother in the Town Garage, 59, Victoria Street, Grimsby, were killed on July 22nd when the car in which they were travelling overturned.

A third occupant of the car, **Tony Harvey**, on the sales staff of Roland C. Bellamy, Ltd., Grimsby, was thrown clear and suffered bruises.

Mr. Wilson, who was 35, was assistant secretary of Grimsby Section of the East Midland Division Motor Agents' Association, and was a keen member of the Grimsby Motor Club.

DUTY FROM OILS

CHANCELLOR'S STATEMENT

Quantities of each class of hydrocarbon oils retained for home consumption and the respective nett amounts of duty received therefrom, during the year ended March 31st, 1950, were as follows, the Chancellor of the Exchequer stated in the House of Commons:—

Description	Quantity of Duty Paid Oils Retained for Consumption	Nett Receipts
	Gallons	£
Light oils		
Petroleum spirit—		
Motor spirit ...	1,375,443,410	51,585,532
Other spirit ...	53,067,800	1,990,045
Coal tar products		
Benzol	17	1
Other sorts ...	13,955	523
Turpentine	1,161,916	43,572
Heavy oils for mixing with light oils ...	—	—
Other hydrocarbon oils	364,667	13,978
Oils in composite articles	14,887	558
	1,430,066,718	53,634,259
Deduct net amount paid to Isle of Man	—	62,03[illegible]
Total light oils ...	1,430,066,718	53,572,156
Heavy oils for use as fuel in road vehicles (Duty paid at rate for light oils) ...	230,149,960	8,630,624

MOTOR INDUSTRY'S NEWS

HANTS AND WILTS M.A.A.

SECTION OFFICERS

Section officers of the Hants and South Wilts Division of the Motor Agents' Association are:—

Bournemouth.—Chairman, **C. F. B. Bassil**, Modern Motors (1937), Ltd., Bournemouth West; Vice-Chairman, **J. Randall-Jones**, Grand Parade Motors, Ltd., Westbourne.

Southampton. — Chairman, **C. T. Stickland**, Wadham Bros., Ltd., Southampton; Vice-Chairman, **P. W. Davis**, Fred Keeping and Son, Ltd., Lymington.

Salisbury.—Chairman, **J. Seymour**, The Warminster Motor Co., Ltd., Warminster; Vice-Chairman, **W. J. Chandler**, Chandler and Son, Devizes.

Portsmouth.—Chairman, **J. Barber-Glenn**, Righton and Bennett, Ltd., Gosport; Vice-Chairman, **C. Stephenson**, Cumberland Garage, Eastney Road, Southsea.

Isle of Wight.—Chairman, **L. V. Floyd**, Osborn Garage, East Cowes; Vice-Chairman, **M. Lasman**, Lasman and Son, Shanklin.

Basingstoke.—Chairman, **G. Barnwell**, H. Barnwell and Sons, Hartley Wintney; Vice-Chairman, **C. W. Webber**, W. W. Webber, Ltd., Basingstoke.

OLDHAM OPEN IN INDIA

That negotiations have been completed for the establishment of a new company in Madras, India, is revealed by Chairman **John Oldham** in the directors' report of Oldham and Son, Ltd., for the ten months ended March 31st.

The British company will have a 55 per cent. interest in the new project, which is expected to start manufacturing operations early in the New Year.

The report also speaks with satisfaction of the success of the French subsidiary company formed during the year, in which the British company hold a 75 per cent. interest.

Nett profit for the ten months was £210,161 (or at the rate per annum of £252,192) as compared with £244,971 for the previous year. A final dividend of 10 per cent., less tax, is recommended, making 25 per cent. for the ten months, or at the rate of 30 per cent. per annum.

After taxation, and providing a further £75,000 for general reserve, there is a carry forward of £95,423. The company's a.g.m. is to be held on August 18th.

PLANS FOR PETROL

NEW CATALYST PLANT FOR BRITISH REFINERIES

Joseph Crosfield and Sons Ltd. Warrington are preparing to install plant for the manufacture of a new catalyst to be used in petrol refineries now being erected in this country. The plant is expected to start operating in about 18 months' time.

The new catalyst will mean that nearly 50 per cent. petrol will be obtained from crude oil instead of only 30 per cent. as now.

Associated Ethyl Co. are exploring the possibilities of building a plant at Amlwych Anglesey for the extraction of bromine, an anti-knock constituent of petrol, from the sea at Amlwych Port.

NUFFIELD'S NEW CANADIAN RECORD

Nuffield Exports, Ltd., last week earned one million Canadian dollars by shipping 1,000 vehicles to the Dominion. Since the beginning of the year, nearly 11,000 Nuffield vehicles have been delivered to Canadian ports.

Completion of this latest order for 1,000 vehicles for Canada brings the total number of units shipped abroad this year by Nuffield Exports to 60,000, so that in the first 30 weeks of the year more units have been exported than during the whole of 1949.

GOLF BENEFIT—Following their golf tournament, A. T. Gittins and Sons, Ltd., Birmingham Lucas distributors, gave a dinner and presented a cheque to the Motor and Cycle Trades Benevolent Fund. Here, A. G. Gittins is handing the cheque to Harold A. ("Tiger") Smith, Governing Director, Reeve and Stedeford, Ltd.

MOTOR INDUSTRY'S NEWS

Show Dates

Sept. 22nd to 30th. — 15th International Commercial Motor Transport Exhibition (Commercial Motor Show), at Earls Court, London. Organisers, Society of Motor Manufacturers and Traders, 148, Piccadilly, London, W.1.

Oct. 18th to 28th. — 35th International Motor Exhibition (Motor Show), at Earls Court, London. Organisers, Society of Motor Manufacturers and Traders, 148, Piccadilly, London, W.1.

Dec. 4th to 8th.—Smithfield Show and Agricultural Machinery Exhibition at Earls Court, London. Organisers, The Smithfield Show Joint Committee, 148, Piccadilly, London, W.1.

MAXIMUM PETROL PRICES

No doubt most readers spotted the mistake in the table of new maximum prices for motor spirit and white spirit which we published last week, but in case some did not, here are the correct prices:—

	Inner zone s. d.	Outer zone s. d.	General zone s. d.
Motor spirit (bulk)	2 9½	2 9½	2 10
Motor spirit (ex pump) ..	3 1	3 1½	3 1½
White spirit (bulk)	2 11½ (London zone)		

The statement received from the Ministry of Fuel and Power had the Outer and General zones transposed, and the mistake had not been revealed to us at the time of going to press.

The increase amounts to one farthing per gallon, but as we stated last week, the principal oil companies are making no change in their prices of these products until further notice.

SAVINGS GARDEN PARTY

Lord Mackintosh, Chairman of the National Savings Committee, opened a big garden party on July 15th at Tytherington, Cheshire, home of Chairman and Managing Director **John Oldham, O.B.E., J.P.**, of Oldham and Son, Ltd., when he addressed more than 600 Savings workers and supporters.

REST OF THE NEWS

:: :: **Lighting-up Times (Greenwich): Saturday, August 5th, 9.43 p.m. Saturday, August 12th, 9.30 p.m.**

:: :: **Jubilee Noted.**—To mark their Silver Jubilee (1925-1950), Lamb's Garage, Ltd., of Austin House, Trades Lane, Dundee, have hit on the good idea of having their notepaper heading printed in an attractive combination of silver and blue with the words "Silver Jubilee" in a scroll.

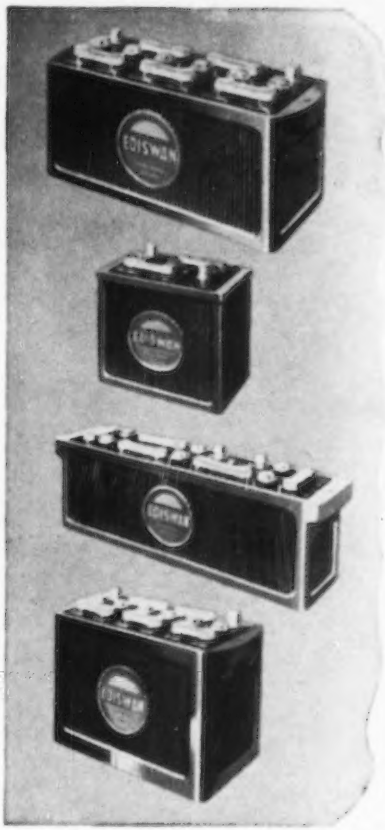
:: :: **Equipment Show.**—Brown Brothers, Ltd., are holding an exhibition of Tecalemit garage and lubrication equipment at their branch at Huntingdon Street, Nottingham, from August 14th to 19th, inclusive. Technical representatives will be in attendance, and garagists are invited.

:: :: **Falkirk Expansion.**—William Scott, Crown Garage, Falkirk, has been awarded a warrant for a garage, a workshop and a filling station in Falkirk High Street and Cockburn Street. It is estimated the cost of the new buildings will be £17,000.

:: :: **Nuffield Share-out.**—Payment is being made to workers in the Nuffield Organisation's factories of £114,196, based on profits from the 1949 dividend of Morris Motors, Ltd. In 1936 Lord Nuffield placed in trust one million ordinary stock units for manual workers in his factories, and the profits therefrom are distributed annually. Total distribution to date amounts to £1,438,607.

:: :: **Anglo-American's Gift.** — Anglo-American Oil Co. has given £5,000 to the Lord Mayor's National Thanksgiving Fund. Great Britain's "thank you" to the Commonwealth and U.S.A. for the £80 million worth of food gifts sent to this country since 1940.

:: :: **Memory Test.**—Mr. Ellis tells us that the picture was taken outside Oswestry railway station about 1912 on the occasion of a tour of inspection by the Committee of the Liverpool Corporation Water Department to Lake Wyrnwy reservoir. The cars, from front to back, are Sunbeam, Star, Singer and Ford. Not shown in our reproduction are another Ford, a Delaunay-Belleville and a Rover. The Sunbeam was the property of the Liverpool Corporation, the Star belonged to Mr. Phipps, of Llanfyllin, and the other five vehicles were owned by T. H. Ellis, grandfather of the present Mr. Ellis.



The British Batteries of International Repute . . .

In all countries and all climates, from the polar regions to the tropics, Ediswan Batteries are proving their sterling worth.

EDISWAN
BATTERIES

for every make of car and light commercial vehicle

THE EDISON SWAN ELECTRIC CO. LTD., PONDERS END, MIDDLESEX
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2567

TORTUOUS TALKS on TRADE TOPICS

by "Jhansi"

Illustrated by "Betts"

Technical logic and women are things apart.

Those with hunches

DRAT the woman! I wonder how many repair shop folk have said those words (and worse) about some inoffensive woman and her car. For what with hunches, illogical and rip-rap lines of thinking, a woman is often far beyond the wit of many a repairer, especially if he is a bit stodgy, or, as the novelists say, bovine.

It has been my luck to meet many kinds of women customers. On the one hand, the woman with good repair-shop training (a doctor, incidentally); on the other, the hunch-guided woman who is dead certain that this morning's trouble with the car is directly linked with the job you did three weeks ago. The fact that the connection is a mechanically impossible one is beside the point. A hunch in a woman's hands can grow as quickly and firmly as the old panto beanstalk.

Yes, it must be admitted that infinite patience is needed with many women motorists (and why not?). Likewise precautionary remarks, unless clearly and simply emphasised by the repair man, run off their backs like the proverbial water off that of a duck.

Knows when it's seedy

I've been enjoying myself this morning listening to the adventures of a woman driver. She has motored and driven for many years, and she really does know when the car is seedy and off-colour. She runs a car which is getting on in life, has hardening of the arteries, and upon which I often think there is also a hoodoo spell. The engine could do with reboring, as it oils a plug up now and again.

. . . infinite patience is needed with many women motorists.

That is where we start. A repairer had fitted non-oiling plug adapters. But he did not warn her that they might, whilst tending to prevent over-oiling of plugs, introduce changes in the firing characteristics. That, to my way of thinking, is just inviting a woman to return with the car, and begin . . . "Since you did the so-and-so . . . ."

The fact that you touch a woman's car with a spanner means incidentally that you surrender your freedom. You are in the net. Indeed, with the average woman it is difficult to keep

The trend is towards PIRELLI

What this means Today . . . .

In recent years thousands of motorists have had illuminating experience of Pirelli. It convinced them that here were tyres without equal. When replacements are called for, their call will be for Pirelli, the tyres that have proved themselves so magnificently.

What it means for Tomorrow . . .

As the volume of motoring increases, so Pirelli popularity will grow even more marked. Every Pirelli stockist will have a big chance to profit by the trend to Pirelli. Linking up with Pirelli is a sound investment for the future.

PIRELLI LTD., 343 EUSTON ROAD, LONDON, N.W.1

PT201

out. For she will link cause and effect together with a disregard for mechanical principles and possibilities, so startling that eventually it cuts your breath off.

Listening to a woman's opinion is nothing new for many men. That goes for me, too, and I enjoyed my morning. In simple, non-technical language, I *tried* to show her what the difference was between a shrouded plug point and one in the "open." I told her this *before* going out with the car, and forecast the probable symptoms.

I believe the moments spent in telling a woman the risks of a repair beforehand are well spent. Telling her the same story afterwards becomes an excuse! She is sure then that you are another of the bloodsucking twisters ready to fleece any motorist, as well-meaning friends have warned her.

Dynamo or transmission?

Now the car I've just been out with had transmission trouble some time ago. Consequently, an existing noise on overrun was more or less automatically pinned on the universal joints, or the thingummybob shafts (splined, to you). But a local repairer listening to the noise within noises had decreed that the one she meant was the dynamo, which therefore needed a new bearing. My casting vote was sought, but I claimed diplomatic privilege before I'd speak.

Then I relented a bit and said, "Well, if the dynamo is belt driven perhaps the belt could be removed. Then if the dynamo is not running the position will be clear. *You* can then determine for yourself whether stopping the dynamo also stops the noise *you* mean."

That was easy, of course, and a few minutes later she started the engine and said, "It's gone." So I refitted the belt, took care over the tension, and said, "Try again." The dynamo was running, and, to-day, after several miles on the road, the noise is still missing.

I think it is well worth the extra time and trouble to explain things to those women customers who can grasp them, especially where the explanation gives confidence, or where it gives clear and sensible warning about repairs, or of impending trouble. Difficult? I agree; and it needs considerable tact or you can be accused of making jobs.

Rip-rap under way

As I said before, some men are too stolid to follow rip-rap thinking. So before my rip-rap went off I told her to say nothing, and she called at the garage, told them the work previously done was okay, and to send the bill in. What the fitter never heard was her remark to me as we drove away. Completely illogical, of course, and an excellent example of a rip-rap under way, the remark was—"Well, I don't care whether he is right or wrong, the point is this young fitter is genuinely interested when he's doing a repair job on the car, and that goes a long way with me."

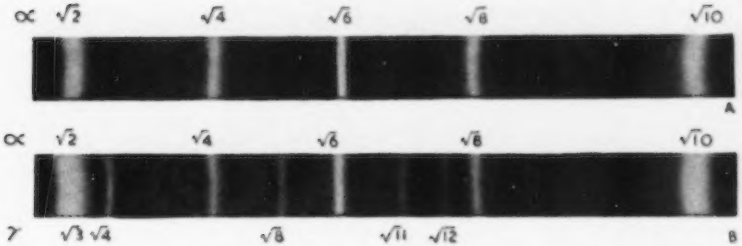
Me? I said nowt. I was sitting, fingers crossed, and thinking that satisfying women customers calls for apprenticeship on the tight-rope as well as in the shops. If you have a high percentage of complaints from women customers, take care it is not warranted. Blinding a woman with technical repair-shop jargon isn't clever. It's daft.

MALAYAN RESEARCH CENTRE

New rubber research centre has been opened near Batang Malaki, Negri Sembilan, by Dunlop Malayan Estates. Working in co-operation with the new research centre at Fort Dunlop, it will be mainly concerned with natural latex, now in growing demand for the manufacture of foam rubber.

The centre is equipped with experimental plant for developing new processes and the laboratories are air-conditioned. Directing the research work is **Dr. F. J. Paton**, who for the last 16 years has been responsible for Dunlop's major technical developments. His chief assistant is **D. W. Pounder**, who was associated at Fort Dunlop with the invention of the original foam rubber process.

Fuel pump cams subjected to X-Ray diffraction tests



High performance depends more than ever before on the scientific control of processes and materials, based on the intensive research work of the metallurgist. Examination of metals and other crystalline materials for structure and texture by X-ray diffraction is one of the modern research methods employed in the C.A.V. laboratories at Acton. In these tests the photographic records produced by the rays show a series of lines, the spacing and relative intensity of which combine to give an accurate indication of the arrangement of atoms and crystals of the material. The two examples reproduced above are of hardened steel, as used for C.A.V. pump cams.

Research of this nature guarantees the high quality and performance of C.A.V. products.

"A" *shows the record of steel, used for C.A.V. pump cams, properly heat treated.*

"B" *shows the same steel, incorrectly heat treated. This is revealed by the presence of extra lines in the pattern which are caused by the retained austenite or gamma phase.*

Fuel Injection and Electrical Equipment

C.A.V. LIMITED, ACTON, LONDON, W.3

174-334

Motor Trade Commercial Report

COUNTY COURT JUDGMENTS

THE returns given below have been obtained from the Registry of County Court Judgments. **The Register does not differentiate between actions for damages and those for debts, or otherwise show in any case the nature of the dispute which may have made reference to the Court for its decision desirable.** Also, it is not known whether the judgments have been satisfied at this date of publication, but in many instances the amounts may have been settled between disputants and paid. **Further, the persons sued may have been acting for the defendants in representative capacities, and the claims may not have been against them personally; alternatively, the proceedings may have been personal matters unconnected with the businesses whose addresses have been used.**

Almondsbury Engineers, Ltd. (t.a. Streamways Luxury Radio Coaches), Almondsbury, Glos, garage proprs. £36 0s. 3d. June 13.

Aysgarth Motor Co., Ltd., Pontefract Lane, Leeds, 9, motor engrs. £42 9s. 7d. June 21.

H. G. Beckerleg (t.a. Shirley Car Disposals), 94, Tythe Barn Lane, Shirley, Birmingham, motor sales agent. £309 16s. 6d. May 22.

J. H. Boothby, 191, Windmill Lane, Cheshunt, motor engr. £38 19s. 2d. May 5.

— **Cooke**, Cookes Commercial Garage, Coalpit Heath, Bristol, garage propr. £30 8s. 3d. June 8.

Dean Hurst Motors, Ltd., Petrol Station and Cafe, Gelderd Rd., Gildersome, Leeds. £27 15s. 6d. June 21.

Dean Hurst Motors, Ltd., r.o. Gelderd Rd., Gildersome, Leeds. £41 3s. 4d. June 10.

F. Evans, The Garage, Sherston, Wilts, garage proprs. £61 17s. 10d. June 2.

Fordham & Fretwell, Fordham, Ely, motor engrs. £18 9s. 4d. June 21.

H. Hadden, 76, Marine Parade, Brighton, garage propr. £27 17s. 4d. June 19.

C. Haywood, Northampton Garage, Northampton Lane, Swansea, garage propr. £36 6s. 7d. June 26.

Headless Woman Garage, Duddon, nr. Tarporley, Ches. £11 19s. 2d. June 20.

M. & E. Hillbourne, Blue Post Filling Station, Harberton, motor repts. £25 19s. 8d. June 26.

H. W. Hobbs, Edington, nr. Bridgwater, garage propr. £16 12s. 6d. June 1.

— **Holmes**, 39, Wharfdale Rd., Parkstone, car dlr. £12 0s. 6d. June 5.

Howells Garage, Sinah Lane, Hayling Island. £13 8s. 4d. June 27.

Mrs. E. Lutman (t.a. Derwent Garage), 1, Sandstone Rd., Liverpool, 13, garage propr. £11 12s. June 16.

Markhouse Corner Garage, Church Rd., Lea Bridge Rd., E.10. £24 2s. 5d. June 20.

M. Martin, Princess St., Llanelly, body bldr. £15 9s. 11d. July 13.

Morris (Auto) Services, Ltd., Bridge St., off Broad St., Birmingham, motor engrs. £11 6s. 4d. June 7.

D. L. Newton, 81, Ivanhoe Rd., S.E.5, motor mech. £12 1s. June 23.

J. Perkins (t.a. H. Perkins), Pound Row, Warminster, motor engr. £13 19s. 8d. June 27.

Plyes, Ltd., Weir Garage, South Brent, Devon, motor engrs. £13 2s. 6d. July 3.

L. Price, Pen-y-bryn Garage, Britway Rd., Dinas Powis, garage propr. £36 3s. 10d. June 26.

Ravenfield Motor Co., Bashforth's Corner, Ravenfield, nr. Rotherham. £17 18s. June 12.

Rye Bay Trawler Co., Ltd. (proprs. of Strand Motors), r.o. Trawler House, Strand Quay, Rye. £25 5s. 11d. June 29.

J. B. Sanders (t.a. The Modern Motor Services), 2, Wigston Rd., Oadby, Leicester, motor engr. £75 18s. 7d. June 28.

A. S. Selby, 12, Graham Rd., Skegness, motor engrs. £25 1s. 9d. June 29.

D. Smith, Station Hill Garage, Porthcawl, garage propr. £57 5s. June 26.

F. Southwell, Bull Garage, Broughton, nr. Skipton, motor engr. £35 8s. 9d. June 19.

Utility Motor Co., 30, Glenbuck Rd., Surbiton, motor engrs. £15 7s. 5d. June 15.

A. C. Valientin, Albert Garage, Winterswyke Ave., Canvey Island, engr. £13 5s. 8d. June 28.

C. Vernon, 42 Vicars Cross, Chester, Ches, motor engr. £35 16s. June 22.

J. Wild, Taylor St., Eccles New Rd., Salford, 5, body bldr. £16 10s. June 29.

Willwyn Motors, Ltd., 148, Mitcham Rd., Croydon. £19 2s. June 27.

INCREASES OF CAPITAL

Rollalong Caravans, Ltd.—Increased by £1,000, beyond the reg. cap. of £4,000.

P. & D. Motor Development Co., Ltd.—Increased by £1,000, beyond the reg. cap. of £100.

H. Hartley (Doncaster), Ltd.—Increased by £5,000, beyond the reg. cap. of £5,000.

Cottee & Edwards (1939), Ltd. — Increased by £2,000, beyond the reg. cap. of £4,000.

RECEIVERSHIP (RELEASE)

R. G. Williams (Trucks), Ltd.—E. A. Parvin, 6, Holborn Viaduct, E.C.2, ceased to act as Receiver and Manager on July 18.

NEW COMPANIES

Stabilizer Products, Ltd.—Private co., reg. July 8. Cap., £1,000. To carry on the business of manfrs., repairers, hirers of and dlrs. in mechanically-propelled vehicles of all kinds, auto. mechanical and general engrs., garage proprs., etc. Directors: A. Thoms, O. Boyles, H. M. Millem. Reg. office: 42, Station Parade, N.W.2.

C. Foden & Sons, Ltd.—Private co., reg. July 19. Cap., £6,000. To carry on the business of garage proprs., etc. Directors: C. Foden, A. C. Foden, B. H. Foden. Reg. office: Forest Road Garage, nr. Tarporley, Ches.

Spray Gloss, Ltd.—Private co., reg. July 19. Cap., £3,000. To carry on the business of cellulose, paint and synthetic sprayers, panel beaters and metal workers, etc. Directors: R. L. C. Levey, Mrs. J. F. Levey, R. K. Fuller. Reg. office: 9, Windlesham Ave., Montpelier Rd., Brighton, 1.

W. H. Evans (Hire Purchase), Ltd.—Private co., reg. July 19. Cap., £10,000. Subscribers: W. H. Evans, M. I. Evans. Solrs.: Rapport & Russel, 17, Dumfries Place, Cardiff.

E. Oldfield (Auto & Electrical), Ltd.—Private co., reg. July 18. Cap., £3,000. To carry on the business of motor and general auto. engrs., general engrs., electricians, etc. Directors: E. Oldfield, G. M. Panting, H. F. Burton. Reg. office: 45a, Wood St., Deansgate, Manchester, 3.

Batteries & Components, Ltd.—Private co., reg. July 10. Cap., £1,000. To carry on the business of electrical equipment specialists, etc. Directors: D. L. Hollands, Ivy P. Belcher, E. T. Stokes. Reg. office: 30, Lomond Grove, Camberwell, S.E.5.

Newbury Motor Co. (Gillingham), Ltd.—Private co., reg. July 8. Cap., £4,000. To carry on the business of motor garage proprs., motor engrs., etc. Directors: L. W. H. Brixey, Mrs. B. M. R.

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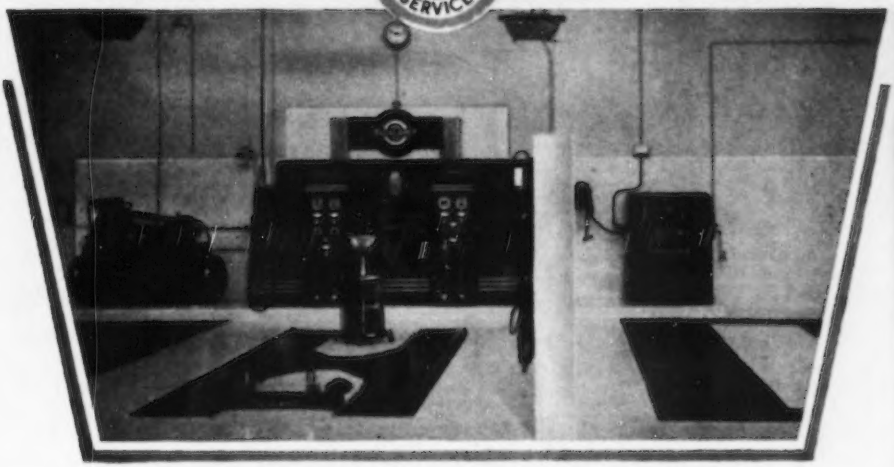

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1282

Motor Trade Commercial Report—*Continued*

Brisey. Reg. office: St. Anthony's, Newbury, Gillingham, Dorset.

Robert Rattle, Ltd. — Private co., reg. July 8. Cap., £2,000. To acquire the business of agricultural and motor engrs. now carried on by R. H. Rattle and F. J. Blake, at 3, Clifton Villas, Nailsea, Som.; and to carry on the business of agricultural, motor, mechanical, electrical and general engrs., etc. Directors: R. H. Rattle, F. J. Blake, W. J. Jewell. Reg. office: Southfield Rd., Nailsea, Som.

Electro Metal (Sprayers), Ltd.—Private co., reg. July 26. Cap., £100. Directors: Mrs. M. E. Harrison, J. T. Harrison, Mrs. J. L. Pepper. Reg. office: Bartholomew Works, Kentish Town, N.W.5.

Kay's Service Station, Ltd.—Private co., reg. July 22. Cap., £500. To carry on the business of garage proprs., etc. Directors: D. K. Kinch, V. J. Tucker. Reg. office: 1, Great West Rd., Gunnersbury, W.3.

Hatch, Roscoe & Co., Ltd.—Private co., reg. July 20. Cap., £6,000. To acquire the business of a motor accessory factor heretofore carried on by T. L. Hatch as Roscoe & Co., at 164/166, Mount Pleasant, Liverpool. Directors: T. L. Hatch, C. Stuart, A. H. Atkinson. Reg. office: 164/166, Mount Pleasant, Liverpool.

G. S. Hall, Ltd.—Private co., reg. July 21. Cap., £3,000. To acquire the business of a garage, repair and service station, petrol sales, spare parts and accessories and secondhand car sales, now carried on by R. E. P. Garages, Ltd., at 302/6, King St., Hammersmith. Directors: G. S. Hall, Muriel M. Hall. Reg. office: 302/6, King St., Hammersmith, W.6.

F. A. Laker, Ltd.—Private co., reg. July 22. Cap., £5,000. To carry on the business of purchasers, bldrs. or manfrs. of and dlrs. in vehicles and conveyances of all kinds and parts thereof, garage proprs., etc. Directors: F. A. Laker, Joan M. Laker. Reg. office: 26, Martin Lane, Cannon St., E.C.4.

A. V. Cook (Motors & Cycles), Ltd.—Private co., reg. July 22. Cap., £1,000. To carry on the business of manfrs. of and dlrs. in motor cars, etc. Directors: A. V. Cook, Mrs. E. Cook. Reg. office: 110, Burlington Rd., New Malden.

King's Road-Winchcombe Road Service and Filling Station, Ltd.—Private co., reg. July 24. Cap., £2,000. Directors: Mrs. G. I. Dennis, E. A. Durnford. Reg. office: 1, King's Rd., Newbury, Berks.

Merioneth Motor Co., Ltd.—Private co., reg. July 29. Cap., £10,000. To carry on the business of motor dlrs., garage proprs., etc. Directors: W. Dodman, H. Dodman. Reg. office: Castle Garage, Queen's Sq., Dolgelly, Merioneth.

Caterpillar Tractor Co., Ltd.—Private co., reg. July 27. Cap., £750,000. To carry on the business of motor, mechanical and electrical engrs., manfrs., importers and exporters of mechanical implements for agricultural or industrial purposes, lorries, motor cars, wagons, tractors, etc. Subscribers: R. E. Fearnley, G. A. Dodsworth. Reg. office: 52, Lincoln's Inn Fields, W.C.2.

Peter Cameron, Ltd.—Private co., reg. in Edinburgh July 22. Cap., £5,000. To carry on the business of motor garage proprs., etc. Subscribers: J. Mitchell, P. Cameron.

Oakley Rubber, Ltd.—Private co., reg. July 26. Cap., £50,000. To carry on the business of fabricators, manfrs. and repairers of and dlrs. in rubber, balata and gutta-percha, rubber tyres, tubes, aprons, bands, belts, boots, shoes, floorings, etc. Directors: R. Noakes, P. Oakley. Reg. office: Latex Works, Lichfield Rd., Brownhills, Staffs.

Easytow (East Kent), Ltd.—Private co., reg. July 26. Cap., £10,000. To carry on the business of bldrs. of and dlrs. in caravans and trailer caravans of all kinds, etc. Directors: R. B. H. Moubray, A. J. Garrett, S. Baker, D. H. Boulanger.

CHANGES OF NAME

Elejets, Ltd.—Name changed to Cournede & Farquharson, Ltd., on July 13.

Clarke & Pilling, Ltd.—Name changed to Auto-Bodies (Cleveleys), Ltd., on July 8.

Wingard M.A., Ltd.—Name changed to Wingard (M.A.), Ltd., on July 19.

B.M.T.A. Stop List

Following alterations have been made to the British Motor Trade Association Stop List during the week ended July 29th, 1950:—

ADDITIONS

Good's Service Garage, Ltd. (Cecil R. Good, Cecil M. Good, Elizabeth Good), Swansea Rd., Clydach, Swansea.

Harrison, B. W., 3, Rawlins Row, Kenilworth, Warwicks.

Larkin, Thomas, 13, Douglas Rd., Fulwood, nr. Preston.

DELETIONS

Siger, A. (t.a. **Siger Motors**), 32, Aylmer Parade, Aylmer Rd., London, N.2.

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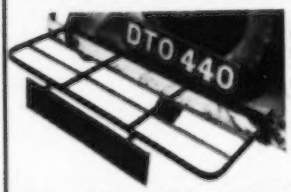

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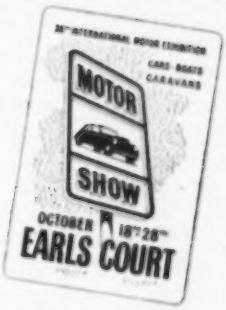

Sept. 16—Stand Locator : Gazetteer.
Sept. 23—Equipment, Accessories, etc.
Sept. 30—Commercial Vehicles, etc.

Oct. 7—Stand Locator : Gazetteer.
Oct. 14—Garage Equipment, Accessories, etc.
Oct. 21—Cars, Coachwork, etc.
Oct. 28—Review of the Show.

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